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The newsweekly for pharmacy

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CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4815

The newsweekly for pharmacy

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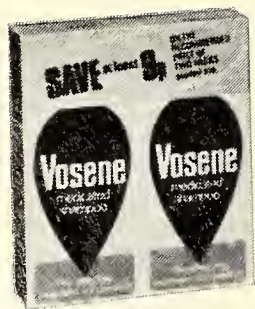
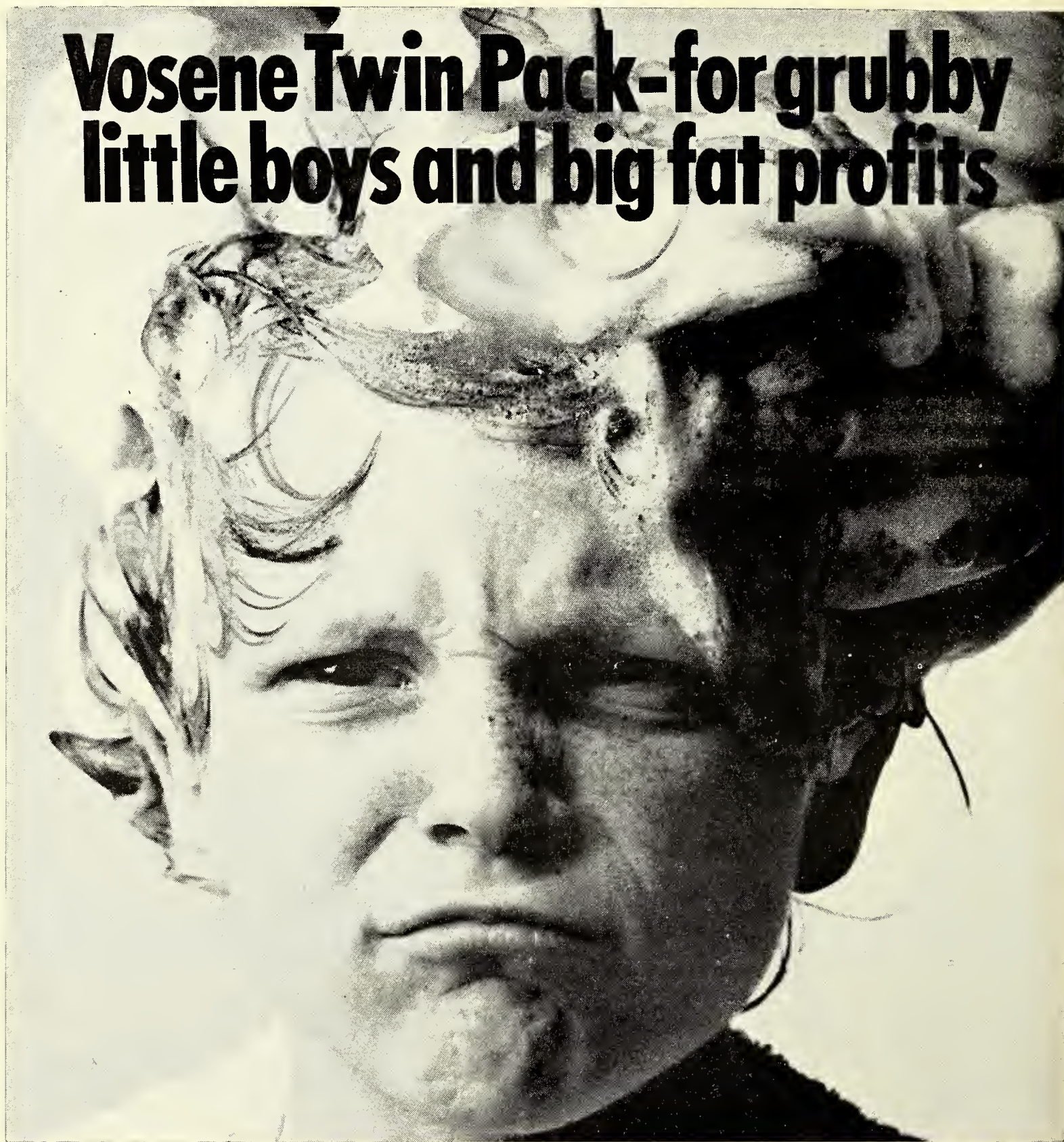
Shopping

Centres

for Britain

C&D reports on a strong argument for
such superstores (see p 870). Next
week: the opposition

Vosene Twin Pack—for grubby little boys and big fat profits

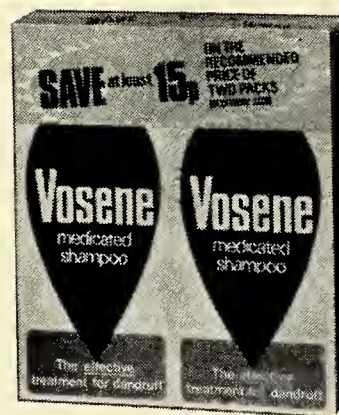


9p off

Standard Twin Pack

15p off

Economy Twin Pack



Pharmacists killed in air disaster

Mr Frederick William Adams, FPS, former secretary and registrar of the Pharmaceutical Society of Great Britain, and his wife, Margaret, lost their lives in the Brussels-bound Trident which crashed shortly after take-off from Heathrow, London, on Sunday night.

When he retired from office in June 1967, Mr Adams had been associated with 17 Bloomsbury Square for 47 years. He was a student there and qualified in 1921. From 1922 to 1927 he was a demonstrator at the school during which time he was awarded the first Harrison Memorial medal in 1924. A year later he passed the examination for the Associateship of the Royal Institute of Chemistry and in 1926 graduated BSc, London, with honours in chemistry.

Mr Adams was appointed assistant secretary of the Society in 1927, deputy secretary in 1942 and secretary and registrar in 1949.

In the year in which he retired he was awarded the Charter gold medal of the Society.

Mr Adams' first wife, Catherine Stevenson, qualified PhC in 1924 and died in 1958; there were two daughters both currently living abroad. He remarried in 1964.

Mr J. C. Bloomfield writes—"It was with profound shock and sadness that I learned of the deaths of my good friends Mr and Mrs Adams in such tragic circumstances. My wife and I had been privileged to enjoy their friendship for many

Funeral arrangements

The funeral will take place at Hampstead Parish Church, Church Row, London NW3, on June 28 at 11.30am. Cremation at Golders Green at noon.

years and none was more treasured.

"'Bill' Adams, as he was affectionately known to all his friends, often detached himself and remained aloof from the hurly-burly of the political arena. This often created a false impression of the man because it was sometimes difficult to penetrate this facade, which was calculated and deliberate. He would not suffer fools gladly, he had an incisive mind that cut through trivialities and irrelevancies and concentrated on the major issues of a problem. His quick, alert brain having sifted out important facts would then formulate a solution.

"He also had that rare ability of projecting his mind into the future, proffering advice on the path pharmacy should take to advance. The progress of the profession of pharmacy was his life's blood and history will record the incalculable contribution he has made to its advancement.

"I had the privilege of work-

ing closely with him during two momentous years when the Society was engaged on the Dickson case through the courts. There is no secret of the fact that the ultimate judgment was a bitter personal disappointment to him, but he never deflected from the view that what the Society attempted to do was correct—both for the public and the profession.

"He was a dedicated and devoted secretary of the Society, and a truly great ambassador for pharmacy. He served on innumerable committees as the Society representative, and his opinions were always highly respected, but perhaps more, he was always highly regarded as an individual. He was well-known in international pharmacy, having attended over the years a considerable number of foreign congresses, and enjoyed the friendship of the leaders of many Commonwealth and foreign pharmaceutical societies.

"Today we salute the memory of one of the greatest pharmacists of this century—this is the epitaph I would write for him."

Irish tribute

Mr R. J. Power, president of the Pharmaceutical Society of Ireland, in a message to the

president of the Pharmaceutical Society of Great Britain, said: "We have been shattered by the news of the tragic deaths of Mr and Mrs Adams. We, in Ireland, remember his excellent work for pharmacy in Great Britain and recall the unfailing help he gave to Irish pharmacy. Our sympathies go out to you and your members."

Homoepathic pharmacist also dies

Another prominent pharmacist to be killed in the crash was Mr Dudley Wootten Everitt, MPS, managing director of the firm of homoepathic chemists, A. Nelson & Co Ltd, Duke Street, Grosvenor Square, London W1. Accompanied also by his wife, Mr Everitt was travelling to a homoepathic congress of doctors and pharmacists in Brussels. He was 71.

Mr Everitt qualified in 1927 and took over the business which his father-in-law had founded. He joined the business in 1918 and it was in the last 30 years when under his direction that emphasis was laid on the homoepathic side of the business resulting in its present unique position.

Kent medical centre links professions

A new £40,000 postgraduate medical centre for 500 doctors and dentists in North-west Kent was to be officially opened by Lord Rosenheim, until recently president of the Royal College of Physicians, at Joyce Green Hospital, Dartford, on June 23.

Pharmacists and veterinary surgeons will also use the centre, and other professional and technical staff will be encouraged to take part in the centre's educational programmes.

Presiding at the opening ceremony is Mr Norman Berry FPS, president of the North-west Kent Postgraduate Medical Association. He recently retired as managing director of Burroughs Wellcome UK Ltd, which has given a large donation towards the development of the centre.

The main part of the centre, incorporating a lecture hall, tutorial room, museum and a dining-common room, has been created by converting a large

ward. The lecture room, which will accommodate up to 100 people, contains audio-visual aids including a television camera, video tape player and monitor, and projection and recording equipment.

It is hoped in the next stage of the project to extend the medical library.

UCA conference arrangements

The annual conference of the Ulster Chemists' Association is to be held at the Slieve Donard Hotel, Newcastle, co Down, from September 29 to October 1.

Business sessions will include papers on Health Service remuneration, value added tax and pharmacy in the EEC. Besides social events there will be amusements for children.

51 pharmacy closures in May

Forty-eight pharmacies closed down in England during May, and 14 new premises opened.

In Scotland, there were two openings and one closure, and in Wales two closures and one new opening.

Mr and Mrs F. W. Adams



Pharmaceutical chemicals output up 8 per cent

Although output of pharmaceutical chemicals and products in the last quarter of 1971 was slightly down on that of the third quarter, the total for the year was up by 8.8 per cent over 1970. The percentage increase in output for the chemical industry as a whole for 1971 over 1970 was 2.3 per cent while that for all manufacturing industry was down by 0.2 per cent.

Provisional figures suggest that output of chemicals in the first quarter of 1972 fell by about 1½ per cent compared with the fourth quarter of 1971 although it was 2 per cent up on the first quarter of that year.

Imports of pharmaceuticals in the first quarter were valued at £11.2m—the same as in the preceding quarter but nearly £1m higher than in January-March, 1971. Exports at £41.7m were up by £7.4m on the same quarter last year.

The price index in the first-quarter of the year at 104.7 compares with 101.4 for 1971 and 100 for 1963.

The enigma of migraine

Simple pain killers bought over the counter like aspirin and paracetamol are probably used to alleviate more migrainous headaches than all prescription medicines put together says a report* published by the Office of Health Economics this week.

It adds that because specific treatments for migraine often prove ineffective, the majority of sufferers do not seek advice from doctors. The estimated number of sufferers from the malady is put at 5 million in Britain.

Clinical research

It suggests that efforts to improve treatment could take the form of both fundamental and clinical research and also community surveys to shed light on the characteristics of people with migraine—and perhaps elicit clues as to causes. In addition, research by the pharmaceutical industry to develop effective medicines could play a key role, although such research is likely to be very expensive especially since there is at present no basic understanding of the underlying causes of migraine.

Recent findings, the report notes, have demolished a num-

ber of myths about migraine. Migraine is not, as is often believed, more common among intelligent people or people in higher social classes. Nor is the view that migraine is associated with poor eyesight, "eye strain" or high blood pressure supported by hard evidence from community surveys.

Because of the limited resources available for research into the causes of migraine the report suggests there is room for an international institution to co-ordinate such research in a number of countries and act as a focal point for communication: in other words to do the sort of job at an international level as the Migraine Trust does at a national level in this country.

* *Migraine*. Office of Health Economics, 162 Regent Street, London W1R 6DD, price £0.25.

Counsel's claim in Koscot case

Allegations by counsel for the Department of Trade and Industry that the activities of Koscot Interplanetary (UK) Ltd, a cosmetics company based in Nottingham, constituted a "gigantic swindle" on the public, were strenuously denied in the High Court this week.

The Department is seeking "in the public interest," to have the company, which is accused of "pyramid selling," wound up, together with its Swiss associate company, Koscot AG.

Opening the case, Mr Peter Millett, the Department's counsel, said Koscot Interplanetary had been using pyramid selling—whereby franchisers sold marketing rights to others—to extract money from a gullible public. The Swiss company, he alleged, was a means by which those who had devised the scheme hoped to place the proceeds beyond the reach of those they had defrauded. The



The Mayor of Bedford, Alderman Henry Rischmiller (second from left), last week officially opened a new factory for Lorien Laboratories at Potton. Also pictured (left to right) are Mayoress Rischmiller, Mr J. G. O'Sullivan, managing director of Lorien Laboratories. Lorien are manufacturing cosmetics and contract packing for markets in the United Kingdom, Scandinavia and Continental Europe

Crown intended to institute criminal proceedings.

In order to carry on its activities, Koscot Interplanetary established a hierarchy of individuals. On the lowest level of the pyramid were the beauty advisers and above them were supervisors, distributors and the company. The significant part of the company's income came not from selling cosmetics but from franchise holders. Franchisers paid up to £1,500, receiving £100-worth of stock and the right to appoint others under their franchise.

The conceptual basis of the Koscot plan was the "chain letter" or "snowball" and it constituted an illegal lottery, Mr Millett alleged.

Whether franchise holders recovered their investment depended on the number of recruits they could obtain. The scheme could not last indefinitely and those last recruited stood no chance of recovering their money.

After protesting at Mr Millett's "most immoderate language," Mr Ashe Lincoln, QC, for Koscot, read a sworn statement by Mr James Weimer, Koscot Interplanetary's managing director.

Franchises sale

He said the sale of franchises was a respectable method of carrying on business. The public benefited because products could be sold more conveniently than by shop sales.

The franchises conferred effective legal rights on the holders, and, far from their

having to recoup losses, in many cases the franchise holders had earned substantial profits.

There was ample protection for any person who bought a franchise to have his money refunded if he so desired.

Koscot Interplanetary's products were sold only by door-to-door trading and it was necessary to have a team of distributors. The company's business was not the sale of franchises. As business increased its income would arise solely from the sale of cosmetics.

Business was expanding despite the Department's winding-up petitions and the resultant publicity. There were now over 100 different Koscot products and an adequate organisation had been built up to deal with orders.

The hearing continues.

Pharmacy for Fleetwood centre

Fleetwood is planning its first health centre and when this is completed it is expected to include a pharmacy which will be run by a consortium of Fleetwood chemists.

All Fleetwood chemists are understood to be involved and the idea is to have a pharmacy within the health centre buildings, and open during the same hours as the medical centre.

The centre is to be sited in London Street, Fleetwood, with provision for six doctors, consulting rooms and facilities for ancillary staff.

UniChem hosts to Japan VIPs

UniChem Ltd were hosts last week to a party of twenty leading Japanese businessmen who are in Britain as part of a tour of European countries studying pharmaceutical distribution techniques. The tour was organised by the Distribution Economics Institute of Japan.

The party visited UniChem headquarters at Crown House, Morden, Surrey, where they had informal talks with Mr Tom Reid, chairman of UniChem, and Mr Peter Dodd, managing director. Discussions covered the expanding UniChem operation in the UK.

The Japanese also visited the UniChem depot at Kingston-upon-Thames, Surrey, and two UniChemists in south-east London. They were Mr Frank Judge, of A. G. Mack & Co, High Street, Penge and Mr John Judge, of Basil Smith Ltd, The Parade, Croydon Road, Anerley.

More medicines exempt from PT

Under Purchase Tax (No 3) Direction 1972 made by the Customs and Excise, the following are added to Schedule II of the last of "essential drugs and medicines" exempted from purchase tax:—

Disopyramide; Dinopostone; Dinoprost; Alphaxalone, mixed with alphadolone acetate and prepared for injection in saline and polyoxyethylated castor oil, when not presented or supplied for veterinary purposes.

The changes took effect on June 16.

Old pharmacies to close

A "miserable pittance" is how Mr A. J. Mellors, proprietor of M. Monkhouse of Derby

describes the Government's payment on prescriptions. This he considers the major factor leading to his 300 year old pharmacy in Iron Gate having to close within the next three years.

Mr Mellors, who claims to run one of the largest dispensaries in the town, told C&D he estimates that six pharmacies have closed in Derby within the past year, all for economic reasons. These include erosion by the supermarket of the fast selling toiletry lines, leaving the pharmacist with slow moving products, such as cosmetics "which require personal service," while the Government is committed to the idea of health centres.

Cope & Taylor Ltd, of Market Place, another 17th century firm are also to close. They are planning not to renew their lease when it expires on June 30.

DITB levy is unchanged

The Secretary of State for Employment has approved the proposals submitted by the Distributive Industry Training Board for an unchanged levy on employers equal to 0.7 per cent of their payroll in the fourth levy period—the year ended April 5, 1972.

Employers whose total payroll is less than £6,000 are to be exempt and all other employers will have their payroll totals reduced by £3,000 before assessment.

These proposals come into operation on July 7, 1972.

Interphex dates

The next Interphex (exhibition for the pharmaceutical, cosmetic, toiletry, perfumery and allied industries) is to be held at the Brighton Exhibition Centre October 30-November 2, 1973.

Mr Peter Todd, UniChem managing director, and Mr Tom Reid, chairman, with the Japanese visitors



Westminster report

Labour MPs sign motion on NHS costs

Led by Mr Laurie Pavitt, Dr Shirley Summerskill and Mrs Shirley Williams, 136 Labour MPs have signed a Parliamentary motion on the cost of NHS medicines.

It states "That this House is of the opinion that substantial resources could be made available for other needs of the National Health Service if Her Majesty's Government made determined efforts to reduce the present expenditure of £203m upon the pharmaceutical services for the year 1971-72 by an immediate review of the Voluntary Price Regulation agreements made with drug manufacturers and by the bulk purchase of those medicines most extensively prescribed by general practitioners by exercising the provisions of section 59 of the Health Service and Public Health Act 1968."

Rush to secure licences

The rush to secure licences of right under the Medicines Act was highlighted in the Commons on Tuesday.

Replying to Mr Pavitt, Mr Michael Allison, Under-secretary for Social Services, said that 709 applications relating to about 20,000 medicinal products had been received, the rising rate being shown by the following timetable.

September to December 1971, seven applications; January 1972, 17; February, 65; March 98; April, 138; May, 235; and in the period June 1-9, there were a further 149.

The closing date for manufacturers and wholesalers to apply for licences of right is June 30.

Industry and the Commission

Mr Pavitt asked the Secretary for Social Services, if he took into consideration, when making appointments to the Medicines Commission, the fact that directors of major manufacturing pharmaceutical companies may appear to be con-

sidering licensing applications for their own products.

Sir Keith Joseph replied that the Medicines Act required the Medicines Commission to include at least one person with wide and recent experience of the industry. In view of this members were not required to sever links with pharmaceutical companies. The Commission was neither the licensing authority nor either of the bodies appointed to give advice on safety, efficacy and quality of a medicinal product. It might be concerned where the Committee on Safety of Medicines or the Veterinary Products Committee had advised Ministers that a licence ought to be refused or granted subject to conditions, but the Ministers, as the licensing authority, must then give the applicant the opportunity of making representations about the Committee's advice.

"So far no such representations have been made; when the occasion arises it will be ascertained whether any member has an interest in the company concerned, so that the Commission can ensure that its proceedings are not prejudiced."

Exemption for the over 60s

Nearly 150 Labour MPs have also signed a motion calling on the Government to issue exemption certificates for prescription charges to all women over the age of 60, while a further motion that exemption certificates be issued to all persons who have suffered or are suffering from schizophrenia, coronary thrombosis, chronic asthma, Parkinson's disease and to all others who require constant or intermittent medication.

□ The Multi-level Marketing Bill, introduced by Mr Ray Mawby and designed to regulate "pyramid selling", failed to obtain a second reading in the Commons on June 16. It now has virtually no chance of becoming law in the present session, although Mr Mawby has made it clear that he may seek to introduce a similar Bill in the next session.

□ Asked to make public the progress being made on criteria for sales promotion expenditure the Department of Health is seeking to negotiate with the Association of the British Pharmaceutical Industry, Mr Allison preferred not to comment until the negotiations were complete.

Chemists. If it was your mouth that was ulcerated, which gel would you choose?

Choline Salicylate.....8.7%
Cetalkonium
Chloride.....0.01%
Alcohol (95%).....39.0%
Menthol.....0.057%
Glycerin.....4.6%

**Other well-known
ulcer gel formula**

Benzocaine.....2.0%
Sodium Ricinoleate.....0.1%
Chloroxylonol.....0.1%
Clove Oil.....0.1%
Myrrh.....0.1%
Glycerin.....10.0%
Carboxymethyl-
cellulose.....2.0%
Rectified Spirit
(90% Alcohol)30.0%

Rinstead Gel formula



White Laboratories Ltd.,
London, S.E.15.

COMPANY NEWS

Higher sales seen by Sangers group

The chairman of Sangers Ltd, Mr H. T. Nicholson, tells shareholders that there is little doubt that the group's current year sales will continue to increase and a "worthwhile improvement" in profit is expected.

The year has begun successfully, and he sees no reason why it should not continue in the same way, leading to higher profits and an increased dividend.

One of the big intangibles, however, is the effect of tax, he adds. It is difficult to say what the effect of VAT will be except to say that it will require to finance a substantial additional sum in stocks and debtors.

During the year a branch was opened at Aylesham, and it is planned to open a further three this year.

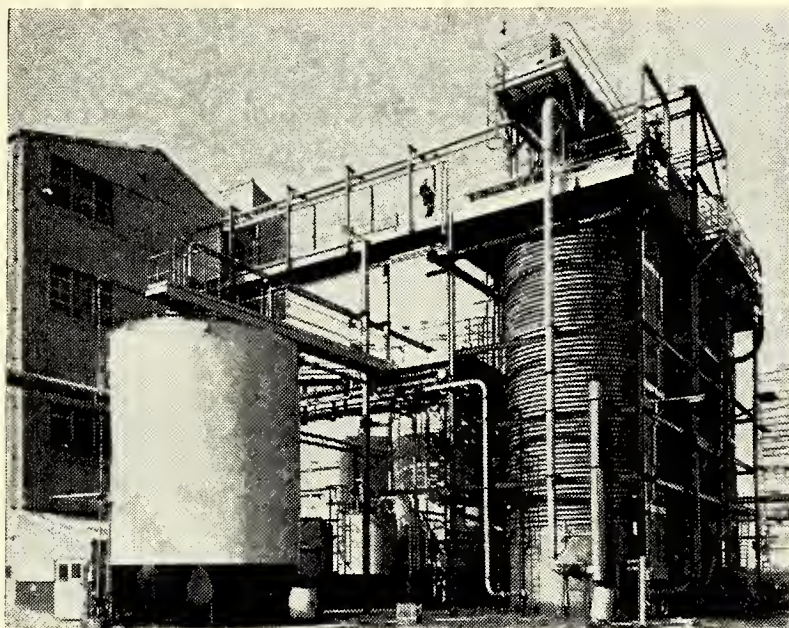
Barclay & Sons' new acquisition

Barclay & Sons Ltd have acquired the total share capital of Hildreth & Co Ltd, suppliers of occupational health products in the Midlands.

It is intended that Hildreth will be closely associated with the occupational health division of Reynolds & Branson Ltd, Leeds, whose range of products, particularly surgical instruments and furniture, will now be available to Hildreth's 2,000 industrial customers. Hildreth will continue to operate as a separate company and Mr Stanley Foster, who has owned the company for 21 years, will continue as managing director.

The board of Barclay's parent company, Barclay Securities Ltd, announced this week that it is to recommend a one-for-two scrip issue. They also intend to maintain the dividend rate of 50 per cent on the increased capital.

An analysis of the group's 1971 trading results (C&D, May 27, p 728) shows that pharmaceuticals contributed £458,000 to the trading profit against £371,000 in 1970.



Part of the citric acid plant at the Selby, Yorks, factory of John & E. Sturge Ltd, who received the Queen's Award for technological innovation. Presentation of the Award was made on Monday by Brigadier Kenneth Hargreaves, Lord Lieutenant for West Riding to Sturge's chairman and managing director, Dr E. R. S. Winter

Astra forecast higher sales

The president and chief executive of Astra AG, Sweden in his annual report for 1971 forecasts an increase in sales of "at least 20 per cent," to a total of approximately US \$177.3m during 1972. He partly attributes the anticipated large sales gain to the addition of a newly formed company, Hässle-Ciba-Geigy, but the group's other units are also expected to increase combined sales by at least 15 per cent, he declares.

Group earnings before appropriations and taxes are expected to rise from US \$9.1m to US \$11.3m.

ICI production at Severnside

Imperial Chemical Industries Ltd's Severnside works is now the starting point for several bulk chemicals for the group's pharmaceutical division. Employing 70 people, output of the bulk chemical for Atomid-S—one of the items provided there—is expected to be increased when a new plant is commissioned within the existing four-storey building.

Ayrton, Saunders profits up

Pre-tax profit of Ayrton, Saunders & Co Ltd rose to £114,206 in the 54 weeks to February 26, against £60,763 for the corresponding period of 51 weeks. The board are

recommending a dividend of 10 per cent (up from 6 per cent).

Bayer expect 5-6% sales rise

Shareholders of Farbenfabriken Bayer AG, Leverkusen, West Germany were told by the chairman, Kurt Hansen at last week's annual meeting that the parent company's sales during the present year were expected to rise by between 5 and 6 per cent against a rise of only 1 per cent in 1971 to DM 6,276m.

In brief

Cockburn & Co Ltd, Glasgow, increased their trading profits for the year to March 31, from £77,747 to £97,388. Net profit was £88,040 (against £50,311). A final ordinary dividend of 10 per cent (7 per cent), makes 15 per cent on capital as increased by scrip issue (12 per cent on smaller capital).

Duphar Laboratories Ltd: The administration department of all Duphar companies is now operating from Duphar House, Gaters Hill, West End, Southampton SO3 3JD (telephone West End 2281).

Mr D. A. Wallace, MPS, recently closed his pharmacy at 56 Beech Drive, Wistaston, near Crewe, Cheshire, and joined P. Williams (Chemists) Ltd, at their recently opened shop in Victoria Street, Crewe.

Associated British Maltsters' new Scottish malting at Carnoustie was officially opened

by Brigadier J. A. Oliver at a reception for more than 200 guests on June 14.

British Oxygen Co Ltd: Pre-tax profit for the six months ended March fell to £9.21m (from £9.46m) on sales £3m higher at £120m. Interim dividend of 4 per cent is maintained.

Petfoods Ltd is to change its name to Pedigree Petfoods Ltd from July 3.

Appointments

Ronson Products Ltd have appointed Mr E. H. Gibson home sales manager of their electrical division.

Radiol Chemicals Ltd have appointed Mr B. Aynsley their representative for Cumberland, Durham, North Lancashire, Northumberland and Westmorland, and Mr B. J. Young for Cornwall, Devon, Dorset, Gloucestershire, Somerset and Wiltshire.

Smith, Kline & French Laboratories Ltd have appointed Mr Peter Castle registration officer in their animal health division. In that capacity he will be responsible for negotiating licences with various governmental departments for new animal health products.

National Economic Development Council: Sir Henry Jones, has been appointed chairman of the Economic Development Committee for the Chemical Industry. He succeeds Lord Pilkington who has retired from the chairmanship after serving for four-and-a-half years.

Sir Henry Jones, is chairman of Benzole Producers Ltd and of Benzene Marketing Co Ltd. He is a vice-chairman of the International Executive Council of the World Energy Conference.

Pfizer Ltd have appointed Mr William Sharp, MPS, manager of their pharmaceutical division. He succeeds Mr Frank Goulding, whose election as chairman and managing director of the company was previously announced.

Mr Sharp joined Pfizer as a medical representative in 1953, and was subsequently appointed regional sales manager for Scotland and Northern England. Between 1957 and 1968, he held a number of senior sales and marketing appointments at the company's UK headquarters. Since 1968, he has served as marketing director of the division.

PEOPLE



Alderman R. V. Campbell, MPSNI, proprietor of two pharmacies in Bangor, co Down and a former mayor of the town, is to be made the sixth freeman of the borough

Mr Cyril Turner who received the Pharmaceutical Society's Charter Silver Medal this year (*C&D*, May 27, p 737), was chief guest at a dinner recently given by his local branch of which he has been secretary for 21 years.

Deaths

Duncan: On June 12, suddenly, in hospital, Mr John Duncan, MPSNI, 29 Portrush Road, Ballymoney, co Antrim, aged 59. Mr Duncan qualified in 1935. He was in business at Main Street, Ballymoney.

McHenry: On June 13, Miss Patricia McHenry, MPSI, High Street, Enniskillen, co Fermanagh, aged 79. Miss McHenry had been in business in Enniskillen for over 40 years.

Irish news

Irish Congress programme

With under four months to this year's Irish Pharmaceutical Congress, to be held in Tralee October 8-11, the organising committee has received over 50 advance bookings. The panel of speakers will discuss a variety of pharmacy topics ranging from local problems to those which will confront Irish pharmacists when they enter Europe. Among the lecturers will be the president of the Belgian Pharmaceutical

Association, M. Boris Brus, with a paper on "Pharmacy in the EEC".

The programme starts on Sunday with a dinner followed by the official opening, and a folk concert.

On Monday the topics are "The history of pharmacy in Ireland", (speaker Mr N. Cooper) "Pharmaceutical aspects of diabetes mellitus", (Professor D. J. O'Sullivan); "Pharmacy in the EEC" (Mr M. F. Walsh and M. Brus). The annual meeting of Pharmaceutical Society of Ireland will be held in the evening.

Subjects for Tuesday are: "Drug interaction", (Mr Murty O'Connor, Mr P. Pierse Gray), coach tour to Killarney, and in the evening "Review of the operation of the Health Services for the initial six months" (Dr Brendan Hensey, Assistant Secretary, Department of Health; Dr Aidan Meade and Dr W. E. Boles) and "Rodent control in Ireland" (Mr J. K. Shelley, supervising inspector, Eastern Health Board) with Mr D. W. P. Boyd in the chair.

Wednesday: "Use and misuse of some modern drugs", (Mr T. O'Connell, county physician, Tralee County Hospital), "Evolution of drugs in psychiatric medicine" (Professor Thomas Lynch, Mrs Olive Corrigan); golf competition; sherry reception; banquet and dance.

The Irish Heart Foundation "Mediscan" mobile unit will be available to pharmacists during Congress (by appointment). A representative of the Department of Health will be present to discuss problems related to the Health Services. Free salmon fishing on River Laune available.

A special ladies' programme includes a tour of Dingle Peninsula, film show, a cook-in, a display by Kerry Leather Fashions Ltd, hairdressing, and "Departure of an Exile," presented in music and dance by Listowel Comhaltas group.

Pharmacy changes

Mr Eamonn N. Kinirons, Granvillepark, Blackrock, has opened a new pharmacy in Main Street, Lucan. Mr Kinirons, who qualified in 1953, was a former medical representative with Smith, French and Kline, and later worked with Ciba Laboratories Ltd.

Mrs Mary Brigid O'Nuallain has disposed of her pharmacy at Terenure Road East, Dublin.

Topical reflections by Xrayser

Crystal ball

Mr J. A. Myers could scarcely have expected a complete answer to the question he put to the June meeting of the Council unless he hoped that among the newly-elected members there was a crystal-ball gazer. He asked: "How many pharmacies are likely to be closed in the next ten years and what effect will this have on the premises and retention fees income of the Society?"

Mr Myers had in mind a statement from Lord Aberdare that three thousand family doctors would be practising from over 500 health centres by the end of 1974. The answer was that a guess "for what it is worth" was that the number might be 2,000, but there were signs that the closure rate was levelling out, and that the full effect of the health centre building programme had not yet been seen.

There are so many imponderables that the Council's guess, Mr Myers' own guess, and that of anyone else, are of little value. We are nearing the end of a situation which arose out of the chaotic effect on pharmacy of the 1914-18 war. Large numbers of pharmacists came on to the market at that time, many more than could be absorbed into the existing pattern, and for many the only hope of practising their profession and obtaining a precarious livelihood was to open business on their own account, frequently in opposition to pharmacies which were themselves not particularly healthy in an economic sense.

That group has been, in recent years, coming to the end of its active life, and it is sad that, after many years of comparative hardship, many of those who have striven so hard have been left with a business which has found no successor. That I believe, has accounted for a large number of the closures which have exercised the leaders of pharmacy in recent years, and it may be that some of the levelling out is attributable to that particular factor. There has also been the impact of environmental change in which demolition and reconstruction have altered the existing pattern.

Not new

Environmental change is not something of recent origin—it has been part of growth and development over the years, and reference to street and trade directories of a century ago discloses the melancholy fact that pharmacies have been vanishing from the scene for a very long time.

The centre of the city gradually ceased to be a centre of habitation, and modern transport has led to the scattering of what was once a close-knit and compact community. That has continued to happen with ever-increasing speed following the expansion since the late war, with totally changed concepts of housing, and we have still to come to terms with it.

New concepts

And now there is the question of a new approach to medical practice which was the basis of the question asked by Mr Myers. There is, for the moment, great departmental and medical enthusiasm for the group practice or health centre, and as yet it is not known what the public reaction to such change will be. For the moment, the convenience of the public geographically does not seem to have been the overriding factor in the siting of such places, and it may be that experience will show that the sudden rush to build large centres will undergo considerable modification.

For, after all, the public, who ultimately foot the bill, are surely entitled to some say in the matter.

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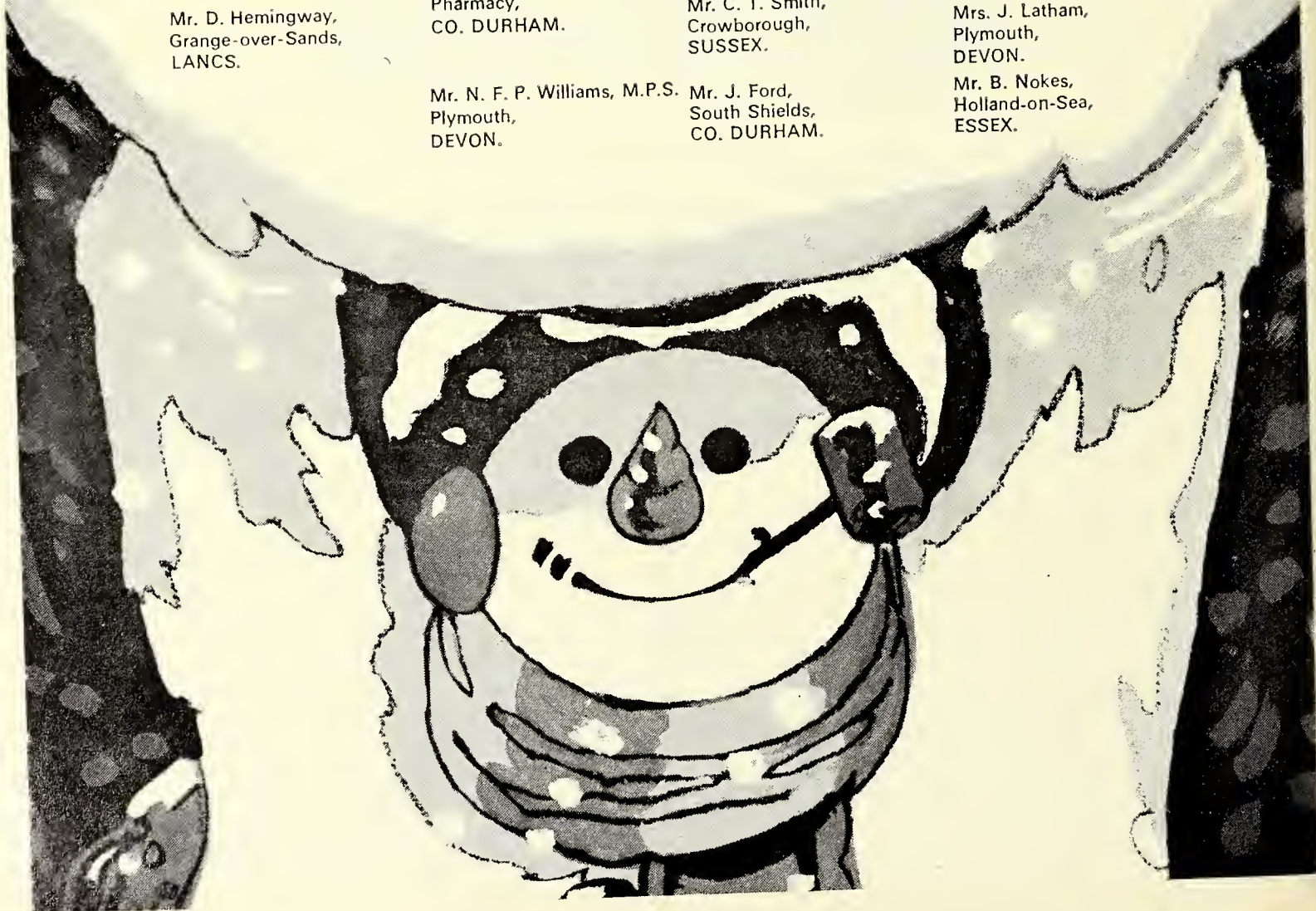
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Plymouth,
DEVON.

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Holland-on-Sea,
ESSEX.



NEW PRODUCTS AND PACKS

Baby care

Poppa pants

Interbro are introducing Poppa baby pants (£0.19) which are made of clear plastic, lanolised for softness and incorporate press stud fastenings each side of the front and a pocket for disposable nappies.

The company also supply Caroline disposable nappies packed in carry home polythene bags in 30's (£0.33), 50's (£0.63) and 100's (£0.89) and there are also plans to produce units of 200.

The product has an outer layer of non-woven viscose with high wet strength and smooth surface even when wet and a cellulose inner skin with defibred pulp to ensure high absorbancy.

Advertising appears in the Bounty Baby Book and sampling in Gift Pax (Interbro Ltd, Cavridy House, Ladymead, Guildford).

Health foods

German honeys and drink

From one of the largest health food manufacturers in Germany Eden-Waren GmbH, Bad Soden come a range of six honeys packed in 1lb jars. It consists of lime and locust tree honey (£0.37), sunflower (£0.33), country flower (£0.32), wild blossom (£0.33), sage honey (£0.36), Dalmatian sage honey (£0.43). Also imported from Germany is Eden quince drink, 24 fl oz (£0.33½) made from fully ripened selected fruit. It is ready for drinking being sweetened and diluted but unfermented and unfiltered (Distributors Alfonal Ltd, Byfleet, Surrey).

Sundries

Hygienic thermometer holders

An ever ready hygienic clinical thermometer is achieved by the Steritherm clinical pack comprising a clinical thermometer in an antiseptic fluid both in a plastic screw top container. The device also has a bracket and pad for wall fixing.

The steriliser can be removed from the bracket when the thermometer is to be used. The complete pack with holder, thermometer and bracket (£0.75) is suitable for home or hospital use and for



retailers there are magenta display cartons of five (S. Brannan & Sons Ltd, Cleator Moor, Cumberland).

Cosmetics and toiletries

Self-portrait eyes

Due to be on sale September 1 are Elizabeth Arden's self-portrait eyes collection (£1.25) which consists of a choice of Sweetpink Ultrafrost, a gentle pink with frosty gleam and Pewter Powderfrost, a soft deepish grey (Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE).

Rosedale shower foam

Rosedale have introduced a shower foam, presented in an aerosol (£0.39). Perfumed with May Green, it should be sprayed on to a thoroughly wet body at about two-inch distance to leave the skin feeling soft and cleansed (Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex).

Black Label pre-electric shave

On sale early next month is Yardley's pre-electric shave lotion in their Black Label range in 54cc bottles (£0.49). It is said to leave the skin cool and comfortable after a "faster and closer shave" (Yardley of London Ltd, 33 Old Bond Street, London W1).

Orlane's Bronzilane

Orlane have introduced Bronzilane (£1.90), a slightly tinted non-greasy emulsion, which is said to be efficient in salt water. In addition the company are offering from the beginning of July Creme a l'Orange and Creme Naturelle banded together for £2.50, a saving of £0.30, and special summer 1oz Eau de Toilette atomisers of Jean d'Albret Ecusson and Princesse d'Albret at £1.35, a saving of £0.15 (Sirex Ltd, 125 High Holborn, London WC1).

Yardley's Quickwink

Yardley have introduced a range of mascaras, called Quickwink, (£0.59) which are packed in gold-capped black tubes with a spiral brush and are available in black, brown, grey, blue or mauve.

In addition, the company have amalgamated their Pearly Shiners with Pearly Cream colours, and added two new shades, making a total of 10: Spiced Snow, Pink Pansy, Pretty Aqua, Pretty Blye, Pretty White, Pretty Beige, Deep Aqua, Smoky Grey, Violet and Smoky Green (Yardley of London Ltd, 33 Old Bond Street, London W1).

Charles of the Ritz newcomers

Arrivals at pharmacies next month from Charles of the Ritz include Powder Translucent (£2.35), a loose face powder which comes in one shade and is presented in a 50g container with a plastic safety cover

to ensure safety during travel along with milk cleanser (£1.15) and Liqui-Fresh tonic (£1.05) in 120cc polythene bottles.

Also available will be Blushing Pom-made Creme gel spotlighter, (£1.95) in five shades—Pinkopal Lights for highlighting and Chili Peach, Canyon Rose, Cedar Mauve and Bronze for use as a blusher. These colours are in addition applied to the Blushing Powder (£2.25) along with a frosted highlighter, Barebuff Lights, and presented in a slim compact with mirror and brush. New shades are Brandy Red and Frosted Pombeige in Lip Pommades and Snow Blue Frost, Sea-Green Mist, Mochamist and Pearly Pewter in Eyeshadow Pommades (Charles of the Ritz Ltd, Brook House, Park Lane, London W1).

PRESCRIPTION SPECIALITIES

DIPIDOLOR injection

Manufacturer Janssen Pharmaceuticals, Division of Ortho Pharmaceutical Ltd, Saunderton, High Wycombe, Buckinghamshire

Description Clear, colourless, injectable solution containing 10mg piritramide per ml

Indications Post-operative pain relief

Dosage By intramuscular injection 2ml (20mg). Depending on the severity of pain, repeat doses may be given every six hours up to a maximum of four doses

Precautions Caution should be observed in administering the product during the first three months of pregnancy

Side effects Rarely, respiratory depression and emetic effects can occur

Shelf life Stable for 5 years under normal storage conditions

Packs 10 2.15-ml ampoules (£2.48), to hospitals only

Supply restrictions PI, SI, DDA

Issued June 1972

ALTHESIN injection

Manufacturer Glaxo Laboratories Ltd, Greenford, Middlesex

Description Ready-prepared clear injection solution containing per ml alphaxolone 9mg and alphadolone acetate 3mg

Indications Induction of anaesthesia and the main anaesthetic for short procedures, especially when rapid recovery is required; except in infants up to 1 year, obstetrics, obstructive jaundice and neurosurgery

Contraindications None known

Dosage Usual dose by slow intravenous injection (ie, over 15-30 seconds) for both children and adults lies between 0.05ml and 0.075ml per kg body weight

Precautions Should be used with care in patients known to have suffered acute hypotension reactions with other anaesthetics. The effect will be enhanced in patients with impaired liver function

Side effects Occasional muscle excitation during induction; possible short periods of coughing during recovery. Lachrymation may also occur, and nausea and vomiting are possible

Storage At room temperature (not to be refrigerated) and protected from light

Shelf life Two years

Packs Ten 5ml ampoules (hospital price £2.40) and ten 10ml ampoules (£4.60)

Supply restrictions Recommended on prescription only

Issued June 26, 1972

TRADE NEWS

Oriental Dragonhead

Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3, are launching Oriental Spice after shave and shower in 100cc Dragonhead containers (£1.40), due to be on sale in August. The company are also making available, for as long as stocks last, Carven's Vetiver after shave atomiser (£1.25).

New formula and package design

L'Oreal's Colour Glo semi-permanent hair colourant has been repackaged in an amber glass bottle with knobbled lower section and reformulated as a shampoo-in product.

The range is now standardised to 10 shades: Dark Brown Sable, Rich Brown Sable, Deep Auburn, Golden Chestnut, Auburn, Black Tulip, Black Sapphire, Dark Brown Sherry, Molten Gold and Deep Rich Chestnut. This is supported by new display material and shade charts with an advertising campaign scheduled for Autumn in all leading teenage magazines. In addition, Golden Ltd, Berkeley Square House, Berkeley Square, London W1 are offering bonus terms to the trade until July 28, of which details can be obtained from representatives.

Innoxa's summer introductions

For the summer holiday period, Innoxa (England) Ltd, Innoxa House, 436 Essex Road, London N1, have launched Gingham toilet water in a trial size bottle (£0.25) and Skin shampoo 41 and Hair shampoo 41 in sachets (£0.05). In addition, Coloursheen cream stick makeup comes in Chestnut for shaping a suntanned face.

New terms for Eire

John Wyeth & Brother Ltd, Huntercombe Lane South, Taplow, Maidenhead, Berks, are introducing revised direct account trading terms in Eire. As from June 26 the new terms will give a 7½ per cent discount on all orders valued at £25 or over.

Pack prices being confused

Ortho Pharmaceutical Ltd, Saunderton, High Wycombe, Bucks, report that some pharmacists are retailing the Ortho-Novin 1/50 Unipak at the same price as the Dialpak (£0.44) instead of the correct price, £0.35. The Unipak was introduced as a simple presentation catering for that section of the market in which price is very important.

Wooden hair decoration

Ravina Ltd, 3 Barton Road, Water Eaton Industrial Estate, Bletchley, Milton Keynes, Bucks, have added Oval Wood Effect (£0.20) to their range of Barrette hair decorations. This addition, coded No 703, can be used for securing the hair and is presented in a blister pack.



Christmas showrooms

Cussons Sons & Co Ltd at Griffin Hotel, Leeds, June 26-30; Five Bridges Hotel, Gateshead, July 3-7; Metropole Hotel, Brighton, July 10-14; Midland Hotel, Birmingham, July 10-14; Piccadilly Hotel, Manchester, July 17-21; Greyhound Hotel, Croydon, July 24-28; Hendon Hall Hotel, July 31-August 4; St. Enoch's Hotel, Glasgow, August 21-25.

Helena Rubinstein Ltd at Hotel Metropole, Leeds, June 26-29; Royal Turks

Head, Newcastle, July 4-6; Castle Hotel, Norwich, July 4-6; Midland Hotel, Birmingham, July 10-13; Grand Hotel, Brighton, July 10-13; Hotel Piccadilly, Manchester, July 17-20; Unicorn Hotel, Bristol, August 1-3; Hendon Hall Hotel, July 31-August 3.

Jackel & Co Ltd at Griffin Hotel, Leeds, June 26-July 6; Royal Station Hotel, Newcastle upon Tyne, July 3-6; Douglas Hotel, Aberdeen, July 4 (pm)-6; Gordon Arms Hotel, Elgin, July 10; Imperial Hotel, Birmingham, July 10-13; Metropole Hotel, Brighton, July 10-13; County Hotel, Nottingham, July 11 (noon)-13; Caledonian Hotel, Inverness, July 12 and 13; Trade Showrooms, Solway House, Aytoll Street, Manchester, July 17-20; Queens Hotel, Cardiff, July 17-20; Tay Centre Hotel, Dundee, July 18 (pm)-20; Midland Hotel, Leicester, July 19 and 20; Greyhound Hotel, Croydon, July 24-27; George Hotel, Edinburgh, July 24-27; Crown and Anchor Hotel, Stoke-on-Trent, July 26 and 27; Stork Hotel, Liverpool, July 26-28; Hendon Hall Hotel, July 31-August 3; The Round House, Bournemouth, August 9 and 10. All dates are inclusive.

Bonus offers

Earex Ltd, Tulketh Street, Southport, Lancs, one large Taylors Sevnols embrocation (£0.35) free with 12 Earex drops. Through wholesalers during July.

Supersoft relaunch

The current relaunch of Supersoft hair-spray should rapidly double the product's market share. That confident prediction is made by Reckitt & Colman toiletries division, who this week make public the formula and presentation "breakthrough" they believe they have achieved.

R&C say that new Supersoft combines the dual advantages of spraying on finely and evenly and leaving the hair gently soft and manageable. Group manager, Mr Raymond Reeve says "The means of obtaining softness and fineness are the

opposites of those for obtaining firm hold, but we have succeeded in satisfactorily combining the two, where others have failed. In technical terms the aim seemed impossible. But we produced a totally new product based on an exclusive resin system".

R&C researched the product among 5,000 women and report that over 70 per cent classed it as significantly better than any other popular hairspray.

Developing the new packaging took nearly a year and involved the heaviest research programme that the company have yet undertaken. "We were looking for a spectacular ideal. It had to be more impactful than competition, yet look modern, elegant, cosmetic and obviously concerned with hair care".

The new Supersoft is in two sizes: standard (120g £0.26) and medium (200g £0.36), and each size is in four variants. Three of these are to meet the differing needs of different hair types, normal, dry and greasy, in cerulean blue, summer lilac and ilex green respectively—and for extra hair control a variant in blush rose.

Sales of new Supersoft are said to be already at least 400 per cent of normal, even before new advertising has broken. From mid-July there will be national television advertising, with £200,000 supporting the first 12 weeks. Full page colour advertising in major women's magazines will give women an early opportunity to see the new packaging in colour.



PROMOTIONS

Pharmaton for living

"Life is for Living" is the theme of the latest advertising campaign for Pharmaton capsules, which runs from July to November in *Daily Express*, *Daily Mail*, *Daily Telegraph*, *Evening News*, *Evening Standard*, *Radio Times*, *TV Times* and *Reader's Digest*, to reach 94 per cent of the target market.

In addition, there are two bonus offers to retailers in operation until July 29. These consist of 1 x 30 bottle free on every parcel of 5 x 30's capsules and 1 x 100's and an extra 7½ per cent off all orders of three bottles of 30 (Vestric Ltd, Chapel Street, Runcorn, Cheshire).

National campaign for Natroslim

Natroslim, the slimming aid, is to be advertised nationally in *Sunday Express*, *Sunday Telegraph*, *Sunday Times*, *Daily Express*, *Daily Telegraph*, *Daily Mail*, *Slimming*, *She*, *Cosmopolitan*, *Harpers & Queen*, *Woman & Home*, *Vogue*, *Woman's Journal* and *Good Housekeeping* (Angel Pharmaceutical Services Ltd, 422 St John Street, London EC1U 4NJ).

Dogband advertising

Shellgard Dogband, the Vapona impregnated collar, is currently being advertised extensively in the national Press and is being supported at point of sale by colourful display packs and outer (Ashe Laboratories Ltd, Ashtree Works, Kingston Road, Leatherhead, Surrey).

Consumer sampling for Libresse

Libresse, which is claimed to have won 9.5 per cent of retail pharmacists' sales of sanitary towels in less than eight months, is to be the subject of a consumer sampling campaign, advertised through magazines including *Woman*, *Woman's Own*, *Nova*, *19*, *Money* and *Petticoat*.

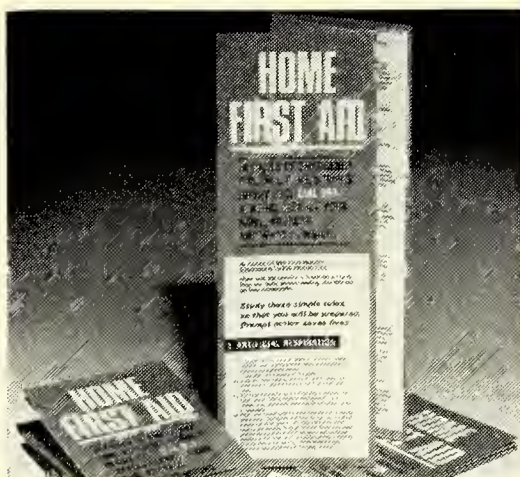
Every first advertisement of each series includes the invitation to write to the manufacturers for the sample pack, encouraged by a down-to-earth theme, headlined "Libresse—the sanitary towel that isn't . . .", and full explanatory details about the product (Sancella Ltd, Sancella House, Harpenden, Herts).

Contac 400 "goes karting"

Menley & James are sponsoring the Hitchin and District Round Table's Go-Kart Grand Prix on July 1 as a "vehicle" for Contac 400, which will be flashed on drivers' helmets, cross track banners and many other sites during the afternoon. The programme comprises seven races (Menley & James Laboratories, Welwyn Garden City, Herts).

Radian-B outer

Radiol Chemicals are now distributing a new display outer for Radian-B in conjunction with an advertising campaign, scheduled to cover all the big circulation national daily and Sunday papers on themes related to summer activities—house decorating, gardening and sports (Radiol Chemicals Ltd, Stepfield, Witham, Essex).



Anadin's First Aid Guide, approved by a medical panel, spells out simple but fundamental rules that can be followed by anyone in an emergency, including artificial respiration, serious bleeding, poisoning, burns and scalds, broken bones and shock. The guide is to be distributed to pharmacists throughout Britain for them to make available free to the public (International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET)

Lectric Shave tankard

James B. Williams Co (England) Ltd are offering the consumer a one pint Silverwood Glass Bottom tankard for £1.45 and one Williams Lectric Shave carton as proof of purchase. This is identified at point of sale by a merchandising unit now available and to be advertised nationally.

The company predict that the UK pre-shave market is "going to explode" and that the present £1 million market could quadruple within five years. They claim that Lectric Shave is the world's largest selling pre-shave lotion with a 63 per cent brand share in the USA and 47 per cent in France (Southall Sales Ltd, Welwyn Garden City, Herts).

Outdoor Girl to Jamaica

A two-week holiday for two in Jamaica is the first prize for Outdoor Girl's consumer competition currently being run through stockists. Second prize is a fortnight for two in Greece and the third prize a one week holiday for two in Majorca. This has been organised in conjunction with Thomsons Skytours.

In addition, each purchaser of Tanfastic, is entitled to buy a Polaroid swinger sentinel camera at £4, a saving of £1.95. The company have announced advertising plans for the next two months, which cover *19*, *She* and *Over 21* in July and the latter magazine in August (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

Lux and Miss GB

Lux Beauty soap are sponsoring the Miss Great Britain national beauty contest, organised by the borough of Morecambe and Heysham.

The winner, to be awarded the largest ever first prize of £2,500 cash as well as the Lux beauty crown, will appear in Lux TV commercials and will also be featured in promotions. The finals of the contest being held on September 12 and 13 will be televised nationally from the Winter

Garden Theatre, Morecambe, Lancs.

In addition, during the qualifying heats which are running until August 16, leaflets incorporating 3p off coupons against a bar of the soap will be distributed. These are valid until October 30 (Lever Brothers & Associates Ltd, Port Sunlight, Birkenhead, Cheshire).

Ladies' point-to-point

Goya were the sponsors of the first ever ladies' point-to-point championship, held recently at the Melton Hunt, following a similar involvement with the first ever race for lady jockeys, run under Jockey Club rules.

As well as the £40 prize money, the winner of the point-to-point received a special trophy and a "bumper parcel" of Goya perfumes and beauty products. All the competitors, including those who came second and third with prizes of £10 and £5 respectively, received gift boxes and the spectators were given sachets of Aqua Manda herbal foam bath (Goya Ltd, Badminton Court, Amersham, Bucks).

Consumer Offers

□ Banded Vosene standard packs at 9p off and economy packs at 15p off (Beecham toiletry division, Beecham House, Brentford, Middlesex).

□ A flashed offer on 300 and 650 Hermesetas packs of a free full colour calorie chart with glossy spongeable surface to hang in the kitchen (Crookes Anestan Ltd, 1 Thane Road West, Nottingham).

□ Worth have extended their special offer of Eau de Je Reviens and Monsieur Worth sports Cologne atomisers (£1.17) (Worth Perfumes Ltd, Magnolia House, 160 Thames Road, Chiswick, London W4 3RG).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Adorn: All except E

Alka-Seltzer: All areas

Andrews Liver Salt: All except U, E

Aquasil: So

Close-up: All except E

Cutex colour schemers: Ln, M, Lc, Y, Sc

Elastoplast: Ln, Lc, Y, Sc, So, NE, A, We, B, G, CI

Foot Guard: So

Harmony hairspray: All except E

Immac: M, Y, Sc, WW, NE, A, U, We, CI

Light powder Arrid extra dry: All except U, E

Polaroid sunglasses: All areas

Polaroid Super Swinger cameras: All areas

Right Guard: All except E

Shield: All except E

Signal: All except E

SR: All except E

Sunsilk shampoo: All except E

Tempo: All except E

Vapona: Ln, M, Sc, WW, So, A

Vapona Spirelle: So

Zubes honey and lemon sweets: M

The key to promotion success

Good planning and the involvement of sales staff—those are the major keys to successful toiletries promotion, one chemist chain has found.

Four years ago, E. Moss Ltd, who trade in Middlesex, Surrey and Buckinghamshire, believed that promotions were not for them. But they were persuaded by Beecham Products to stage a limited experimental promotion in three of their shops.

The product was Silvikrin hair spray, and the success of the operation, although modest, was immediate and convincing. Other Beecham promotions soon followed, with a wider range of products and staged throughout the Moss chain. With the company's assistance, each promotion was carefully planned, suitable products selected and a formula for profitable promotions soon evolved and was established to provide a programme which has since proved to be consistently and mutually profitable.

Now completely promotion-oriented, E. Moss was among the first to run a special launch promotion for the New Bristow's shampoo and conditioner-in-one, a promotion which proved so effective that it was extended to run over a 12 week period. Sales of New Bristow's during just those three months reached more than double those for the whole of 1971.

Mrs Peggy Butteriss, the company's toiletry buyer, says that before embarking on a promotion every aspect is studied in great detail, taking into account time of year and prevailing market conditions. "A price is then fixed which will give maximum incentive to the customer and yet allow a healthy margin. Sales targets are set for each outlet calculated on the individual branch traffic volume.

Incentive scheme

"We have developed a sales incentive scheme which enables sales staff to take a deeper interest and contribute to the effort of the entire group. It is a points system and has been devised in such a way as to give each member an opportunity to compete on an equal footing. I think this scheme to be very important—after all, it's the sales function which has a direct bearing on the degree of success of any promotion."

Moss have developed a regular programme for promoting major toiletry lines. As a result they enjoy a high degree of customer loyalty. They have found in almost every case that sales retain a higher level after the end of a promotion than that achieved prior to the promotion. Toothpaste for example, is promoted in all Moss branches every other month. As a result of this constant



An assistant in one of the E. Moss branches restocks promotional displays

pressure, annual sales of Macleans Freshmint and White Fluoride have more than doubled in three years.

The Moss view is that if the chemist is constantly surrounded by promotions in

neighbouring grocery outlets, the only way he can benefit is by planning. Here it is up to the chemist to make full use of the manufacturers' expertise, as Moss have done.

INFORMATION FOR MANUFACTURERS

Synthetic l-methanol

Following almost 10 years research, Haarmann & Reimer GmbH, Holzminden, West Germany, say they are the first European company to produce synthetic l-methanol. According to Haarmann & Reimer, their synthetic l-methanol is a full equivalent to natural menthol.

'Ethicals' sales force for hire

To solve manufacturers' problems, Merchandising Manpower Ltd—said to be the largest supplier of auxiliary sales forces in Britain—has recruited a register of salesmen with experience of selling to doctors, chemists and hospitals, who can assist manufacturers of "ethicals" for short periods without requiring a long indoctrination course.

Many of the salesmen have worked for years with the major drug houses and have experience which makes them suitable to work as holiday/sickness reliefs, to fill vacant territories as a caretaker

whilst a new salesman is recruited and trained, or to assist in the launch of new products, "ethical" or over-the-counter.

They are available for periods of two weeks upwards, fully mobile with their own cars and "at a charge which equates with the general running rate for specialised salesmen". Further information from MML, Greater London House, Hampstead Road, London NW1 7QP.

Sign reference list

An informative "Reference list of administration and statutory safety, warning and direction notices" leaflet has been produced by Focal Displays, Cavendish Road, New Malden, Surrey. More than 200 self-adhesive sticker signs are illustrated in colour and each sign is identified by a reference number and carries dimensions in inch measurements. The signs are screen printed in colour on self-adhesive vinyl sheet for simple and speedy application.

The A5 leaflet is divided into a number of sections covering electrical, radiation transport, corrosive, vehicular, warning, fire and general signs.

Standard signs are individually priced from £0.10 to £2 and may be ordered as singles or quantities of 25 and 50. Special signs in quantities of 50 upwards will be prepared at list price.

CHEMIST & DRUGGIST

Price service

'Contac 400'
for 12 months
continuous profit!



CUMULATIVE AMENDMENTS TO JUNE QUARTERLY PRICE LIST

Trade prices are given per unit unless otherwise stated. Bold upright figures (14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Bold upright figures (0.14) is a suggested guide.

r = Price advanced. **r** = Price reduced.

n = New entry. **d** = Delete.

c = Correction. **i** = Insert.

	Trade £.p	Tax £.p	Retail £.p
7 (1397 P de LL)			
cologne			
1 oz	3.43dz	0.86dz	0.50
2½ oz	6.50dz	1.63dz	0.95
4 oz	11.65dz	2.91dz	1.70
8 oz	18.86dz	4.72dz	2.75
perfume			
2 cc	3.08dz	0.77dz	0.45
4 cc	4.80dz	1.20dz	0.70
½ oz	6.50dz	1.63dz	0.95
¾ oz	14.74dz	3.69dz	2.15
1 oz	21.60dz	5.40dz	3.15
2 oz	36.00dz	9.00dz	5.25

9 FOR MEN (468 F)			
er shave lotion 110 cc	0.48	0.12	0.89
er shave lotion 110 cc	0.37	0.09	0.69
iving cream brushless			
tube	0.37	0.09	0.71
lather tube	0.37	0.09	0.71
wl	0.51	0.12	0.95
let powder	0.33	0.08	0.61
let water 110 cc	1.35	0.32	2.50

(211 Butler)			
enges	0.08	0.02	0.15
atment	0.08	0.02	0.15
NAC (1087 Roussel)			
ve treatment	0.80	0.20	TS
IO (1435 FS)			
m bath	5.16dz	1.29dz	0.80
A. M. (1091 Rybar)			
ature 150 ml	2.25dz	0.56dz	0.33
M (682 KCL)			
er shave	No1	2.12dz	0.53dz
	No2	3.42dz	0.85dz
electric shave		3.42dz	0.85dz
ve cream			
No.1 brushless	1.37dz	0.34dz	0.20
No.2 brushless	2.05dz	0.51dz	0.30
No.1 lather	1.37dz	0.34dz	0.20
No.2 lather	2.05dz	0.51dz	0.30

RN (514 Gillette)			
E spray	2.26dz	0.54dz	0.31

aline (1091 Rybar)			
ulation solution			
28 ml	2.20dz	..	0.27½

EL (608 Hinders)			
bles	pair	1.92dz	0.24dz

OURS (488 Fylde)			
distributors 234 Cartwright)			
FRESH (105 BTD)			
un-up squares			
10 sachets	1.68dz	0.425dz	0.22

ECININ (1521 Pharm Dis)			
made	1 oz	10.68dz	1.49
lets	30	10.68dz	1.49

ALQUINAX (1068 Roberts)			
suspension	150 ml	3.40dz	..
tablets	25	2.63dz	..

ALUPENT (145 Boehringer)			
(distributors 501 Geigy)			
obstetric ampoules	5	1.40	..
ALUSAC (218 Calmic) entire entry			d

AMBRAY (617 Holloway)			
bath crystals	X.61	4.00dz	1.00dz
bath cubes	X.15	0.74dz	0.185dz
bath sparkle	X.36	3.00dz	0.75dz
bubble baths			
Bill McBubbe	X.29	1.94dz	0.485dz
Drummer boy	X.27	1.46dz	0.365dz
faceted	X.71	2.66dz	0.665dz
floral	X.15	0.74dz	0.185dz
framed	X.55	2.66dz	0.665dz
Gaiety girl	X.46	5.00dz	1.25dz
globes	X.42	1.46dz	0.365dz
trio pack	X.57	4.40dz	1.10dz
gold-topped	X.49	1.27dz	0.32dz
boxed	X.52	3.27dz	0.82dz
Grecian	X.66	6.67dz	1.67dz
icicles	X.62	3.00dz	0.75dz
miniatures-twinpacks			
X.63	3.34dz	0.835dz	0.49
foursome			
X.65	6.00dz	1.50dz	0.87½
swirl	X.43	2.33dz	0.58dz
teardrop	X.53	2.33dz	0.58dz
bubble bath angels	X.72	1.46dz	0.365dz
talc			
snowman	X.22	1.16dz	0.29dz

AMBROSIUM (1547 AHF)			
honey spread	..	..	..
tranquil	small	0.21	0.055
	medium	0.37	0.095
	large	0.54	0.135

AMINOPLEX-S (503 G)			
1 litre	5.40		

AMM-I-DENT (1178 Stafford)			
toothpaste	standard	1.095dz	0.275dz
	large	1.57dz	0.395dz

AMOVON (44 Amovon)			
corn caps	..	0.06	0.015
paste	..	0.045	0.0135
	..	0.067	0.0166

AMPHETONE (1545 Vestric)			
entire entry			d

AMYTAL (413 Lilly)			
and ephedrine Pulvules 100			d

ANADERM (705 Kirby)			
pile ointment	15 g	1.80dz	0.45dz

ANAROID (1091 Rybar)			
	12	1.80dz	0.45dz
	dp96	1.00	0.27

ANIMALINTEX (1073 Robinson)			
poultice dressing			
(vet.)	10	2.624	0.656

ANKLE VIGGER (608 Hinders)			
ankle bandage No1	pair	7.20dz	..
natural	pair	6.24dz	..

ANSOCHROME (490 GAF)			
films including processing			
daylight 64	120/12	..	1.00

	126/20	..	1.27½
	135/20	..	1.27½
	135/36	..	1.85

daylight 200	135/20	..	1.50
	135/36	..	2.15
	135/20	..	1.70

ANTAGAL (1068 Roberts)			
suspension	150 ml	1.94dz	0.48dz
tablets	48	1.73dz	0.43dz

ANTOIN (311 C)			
	20	0.10	0.03

APROTEIN (227 Erba)			
dietetic semolina	200 g	0.30	..

ARCANCIL (1279 V of M)			
eyebrow brush	222	..	0.30
eyelash grower	777	..	0.40
eyelashes	611	..	0.90
eye liner liquid			
regular	490	..	0.48
pearl	490N	..	0.48
brush	110	..	0.30
eye make-up remover			
	260	..	0.25
	290	..	0.48

eye pencil			
regular	555	..	0.20
pearl	755	..	0.20
sharpener	520	..	0.25
self-sharpening	999	..	0.48
refill	999R	..	0.25
eye shadow cream	225	..	0.48
powder	160	..	0.55
stick	640	..	0.35
pearl	640N	..	0.35

mascara trial	220	..	0.25
large	335	..	0.40
refill	335 R	..	0.25
brush-on	270	..	0.70
refill	370	..	0.35

ARDENA (60 Arden)			
bronze glo	712.00	..	0.85
covering cream	123.01	..	0.95
mask	108.99	..	1.60
powder	511.00	..	1.30
	520.00	..	1.25
	514.00	..	1.70
refill	713.00	..	1.20
sun control	956.00	..	2.25
traveller II case		..	2.25
wax depilatory set		..	2.95
	720.01	..	0.95
	721.00	..	0.95

AROBN (883 Nestles)			
powder	150 g	2.83dz	0.71dz

ARKID (235 CW)			
antiperspirant deodorant aerosol			
light powder	130 g	3.08dz	0.73dz
	190 g	3.85dz	0.92dz
	255 g	4.86dz	1.16dz

ASCALIX (1301 WM)			
syrup	30 ml	0.12	..

ASCON (311C)			
tablets	20	0.10	0.03

ASH (1556 Farillon)			
dental floss	12 yd	0.96dz	0.24dz

ASILONE (117 BPL)			
paediatric sachets	25	0.24	0.06
suspension	300 ml	0.73	0.18
tablets 250 mg	12	0.18	0.05
	dp 100	1.23	0.31
	50 mg	0.53	0.13

ATENSINE (117 BPL)			
tablets 2mg	250	1.12	..
	1000	4.31	..
	5mg	250	1.66
	1000	6.39	..

AURACET (1305 WB)			
eardrops	15 ml	0.16	0.04

AURUM AMBROSIUM (1547 AHF)			
small	0.21	0.055	0.37½
medium	0.37	0.095	0.70
large	0.54	0.135	1.00

AYDS (1491 Cuticura)			
vanilla, mint and coffee	1.08	..	1.44

BABEZONE (488 Fylde)			
(distributors 234 Cartwright)			
bronchial syrup			
	100 ml	0.12	0.03

BABY SAFE (705 Kirby)			
cotton buds	80	1.14	..
	160	1.92	..
		(½ dz)	0.44
		(¼ dz)	0.26

steriliser unit			
sterilising tablets	30	2.40dz	..
(unfoiled)	250	1.19	0.30

Specify **Wellcome** Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent *Trade Mark

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
BABY SAFE (1327 WSL)				BLUE GRASS (60 Arden)				BUNTY (234 Cartwright)			
napkin pins (3)	6.00	0.675	0.07	bath cubes 733.75	0.90			powder tin	0.93dz	0.235dz	0.13½
	(gross)	(gross)		bath mitt 743.75	1.35			soap ..	1.09dz	0.275dz	0.15½
BACCHUS (301 Coty)				bath oil 766.82	2.50			BUZZ OFF (252 Chelspa)			
after shave bronzing	0.554	0.138	0.99	766.00	1.80			liquid 35 cc	1.02dz	0.255dz	0.15
BALTO (727 Lane)				bath salts 762.75	1.40			CADUM (280 CP)			
athlete's foot lotion 14 g	0.15	0.04	0.26	brilliantine 301.75	0.70			soap toilet ..	2.78	0.695	0.05½
40 g	0.12	0.03	0.20	deodorant liquid 724.90	0.70			(6 dz)	(6 dz)		
100 g	0.18	0.045	0.31	roll-on	0.70			bath ..	2.70	0.675	0.08
BARMENE (793 MFL)				731.00	0.70			(4 dz)	(4 dz)		
pure yeast extract 3½oz	1.35dz	..	0.15	spray 722.75	1.50			CAFFEDEX (211 Butler)			
low sodium 3½oz	1.44dz	..	0.16	stick 729.00	0.75			100 ml	0.155	0.04	0.27
7oz	2.25dz	..	0.25	fluffy cream	0.75			CALIFORNIAN POPPY (1102 Sanitas)			
1lb	4.42dz	..	0.46	730.00	0.75			perfume trial	0.845dz	0.210dz	0.125
7lb	1.92	..	2.40	dusting powder 755.75	0.80			standard ..	1.255dz	0.315dz	0.18
BAYER (97 Bayer)				739.75	1.20			perfumed Cologne ..	2.25dz	0.56dz	0.33
aspirin tablets 30	0.065	0.02	0.12	oval 746.75	1.70			talcum powder ..	1.12dz	0.28dz	0.16
B.B.P. (1371 WDR) entire entry			d	round 754.75	1.80			C. A. M. (1091 Rybar)			
B.B.P. (1615 BBP)			i	lightweight 744.75	0.85			150 ml	1.80dz	0.45dz	0.27
baby bibs pinafore ..	1.35dz	..	0.18	eau de parfum 800.38	1.00			CAMAY (1010 P&G)			
plastic ..	0.375dz	..	0.05	800.37	2.10			soap bath	3.38	0.82	0.10
baby pants				flower mist 800.20	0.80			(4 dz)	(4 dz)		
small or medium	0.525dz	..	0.06½	800.32	1.30			CAMPHONIA (1618 BFL)			
ex.large	0.625dz	..	0.07½	800.21	1.80				0.09	0.025	0.14
assorted colours large	0.50dz	..	0.06	800.23	2.80				0.155	0.04	0.24
elastic ex.large	0.60dz	..	0.07½	atomiser 800.22	2.80			CAMTHOL (620 Hooper)			
frilly				spray 800.46	1.60			linctus 150 ml	0.095	0.025	0.30 +
plain ..	1.35dz	..	0.18	lightweight 800.56	1.60			300 ml	0.165	0.0425	0.50 +
coloured ..	2.00dz	..	0.22½	fluffy milk bath 741.75	1.95			CANOE (350 Dana)			
embossed ..	2.00dz	..	0.22½	foaming beauty bath				Cologne 100cc	1.24	0.302	2.27
coloured ..	2.20dz	..	0.25	769.75	1.55			220cc	2.06	0.502	3.77
flowered ..	2.50dz	..	0.27½	gift box 969.00	4.95			420cc	3.43	0.836	6.27
potties ..	1.00dz	..	0.12½	980.00	6.95			spray bath powder 196g	0.365	0.089	0.67
soothers ..	0.75	..	0.04	de luxe 989.01	29.00			talc 120g	0.45	0.11	0.82
	(3 dz)			hairspray 318.75	1.15			CARISOMA (1441 Wallace)			
BEECHAM'S (104 BP)				hand lotion 347.75	0.75			compound 50	0.38	0.10	†s4B
pills	1.325dz	0.335dz	0.17	347.71	1.20			250	1.79	0.45	†s4B
powders				lightweight 347.55	0.75			CASTELLAN No.10 (1075 R)			
+ hot lemon 30	0.875	0.22	0.04½	347.85	1.20			childrens syrup 117 ml	1.37dz	0.34dz	0.19 †DDI
	(2½ dz)	(2½ dz)		347.95	2.25			CELABS (727 Lane)			
BELL'S (108 Bell)				moisture bath 761.75	1.75			tablets 95	0.17	0.045	0.29
pet remedies				perfumair 800.06	1.90			180	0.26	0.065	0.46
blood salts powder				perfume 800.41	4.50			CEREVON (218 Calmic)			
20 g	0.08	0.02	0.12	800.42	7.15			tablets 100	..	..	d
100 g	0.14	0.035	0.20	golden atomiser				CHAPPIE (967 Petfoods)			
budgie tonic	0.06	0.015	0.11	refill 800.48	3.75			economy	1.26dz	0.20dz	0.14½
canker lotion	0.14	0.035	0.25	mist 800.34	1.70			CHARABS (727 Lane)			
powder	0.08	0.02	0.15	oil 800.35	1.50			tablets 95	0.17	0.045	0.29
cough tablets (dogs or cats)				soap hand (1) 734.75	0.45			180	0.26	0.065	0.46
0.07	0.02	0.12		(3) 749.75	1.35			CHARM (1327 WSL)			
diarrhoea tablets	0.07	0.02	0.13	bath (1) 747.75	0.70			hairpins polypak	2.90	0.725	0.04
eczema ointment	0.09	0.025	0.17	(3) 748.75	2.10			(gross)	(gross)		
eye lotion	0.14	0.035	0.25	travel 752.75	0.70			CHIRON (387 DBMP)			
ointment	0.08	0.02	0.15	solid Cologne 825.01	0.80			barrier cream tube	0.19	0.05	0.30
gastritis tablets	0.07	0.02	0.12	BODY BULK (793 MFL)				CHLORO-YEAST (1198 SIC)			
Katnips powder	0.08	0.02	0.14	3lb	1.02	..	1.35	tablets 20	1.37dz	0.34dz	0.20
tablets	0.05	0.015	0.09	7lb	2.08	..	2.77	125	3.90dz	0.98dz	0.56
0.09	0.025	0.17		BOUNCE (967 Petfoods)				CHOLOXON (95 Baxter)			
laxative tablets	0.05	0.015	0.09	economy	1.61dz	0.25dz	0.18½	tablets 50	1.50	0.38	†s4B
Mange-Pak	0.08	0.02	0.15	BOUQUET (576 PH)				250	5.10	1.27	†s4B
Moulter	0.06	0.015	0.11	hand cream 4 oz	0.18	0.045	0.32	CIRCULIN (727 Lane)			
pet ointment	0.09	0.025	0.17	8 oz	0.24	0.06	0.42	forte 120	0.35	0.09	0.65
sedative tablets (dogs & cats)				500 ml	0.45	0.11	0.79	CIRCULINOL (727 Lane)			
0.07	0.02	0.12		21	1.20	0.30	2.10	100	0.57	0.145	0.98
shampoo liquid	0.13	0.035	0.23	BOURRASQUE (933 PLG)				CLAIROL (172 BMCL)			
0.18	0.045	0.32		parfum de toilette				Born Blond colourant	0.315	0.079	0.54
Snowcoat (dogs & cats)	0.09	0.025	0.17	15 cc	..	..	0.95	lightener	0.373	0.093	0.64
worm capsules (dogs)	0.08	0.02	0.14	50 cc	..	..	1.85	Nice N' Easy hair colour	0.307	0.077	0.53 ±
worming oil	0.07	0.02	0.13	100 cc	..	..	3.10	CLOSE UP (412 Elida-Gibbs)			
BENCARD (113 Bencard)				200 cc	..	..	4.50	toothpaste economy	2.24dz	0.56dz	0.29
house dust mite				400 cc	..	..	5.75	COBADEX (311 C)			
prick test 2 ml	2.00			90 cc	..	..	7.35	ointment 0.5% 20 g	0.35	..	0.52½TS
vaccine				90 cc	..	..	3.75	1% 20 g	0.50	..	0.75 TS
basic course SDV	10.00			perfume				COLGATE (280 CP)			
vial No 3 SDV	7.90			trial size 1.0 cc	..	..	0.50	shave cream			
BENYLIN (938 PD)				48 3.5 cc	..	..	1.85	lather or brushless ..	1.54dz	0.385dz	0.19½
expectorant 125 ml	2.10dz	0.54dz	0.31 †s7	49 7 cc	..	..	3.10	CONGREVES (1534 Fennings)			
with codeine 125 ml	0.20	0.05	0.35 †s7DDI	50 10 cc	..	..	4.50	balsamic elixir 150 ml	3.75dz	0.94dz	0.50
BISLUMINA (824 MCP)			d	51 15 cc	..	..	5.75	COOL (105 BTD)			
packs of 50 and 250 tablets				52 30 cc	..	..	9.50	antiperspirant aerosol			
BITUPAL (1387 L of L)				BRADOSOL (262 CIBA)				standard	2.45dz	0.615dz	0.32
ointment tube	0.30	0.075	0.60	lozenges 24	0.12	..	0.18	economy	3.065dz	0.77dz	0.40
BLAKE'S (135 TB)				pack of 20			d	roll on	2.145dz	0.54dz	0.28
witch hazel cream 100 g	0.21	0.05	0.38	BRAUN (1588 HG)				refill	1.765dz	0.445dz	0.23
BLANCHARD'S (804 Martyn)				hair dryer HLD	9.41	1.66	12.00	COOLICURE (1618 BFL)			
pills 54	1.35dz	0.34dz	0.18	HLD4	5.89	1.04	7.50		0.155	0.04	0.24
BLEASDALE'S (139 Bleasdale)				BRONNLEY (194 Bronnley)				COOL MIST (682 KCL)			
antiseptic ointment				soap country herbs				deodorant	1.37dz	0.34dz	0.20
25 g	0.50dz	0.125dz		visitors (6)	..	..	0.66	CORNEX (534 GT)			
50 g	0.70dz	0.175dz		export de luxe 0122	..	..	d	7 ml	0.075	0.019	0.14
bronchial emulsion				BRUMES (933 PLG)				COTY (301 Coty)			
100 ml	0.73dz	0.18dz		parfum de toilette				Ultra legs			
250 ml	1.13dz	0.28dz		15 cc	..	..	0.95	leg bronzer	0.46	0.115	0.75
500 ml	1.88dz	0.47dz		50 cc	..	..	1.85	COW & GATE (307 C&G)			
chillie paste	50 g	0.74dz	0.185dz	100 cc	..	..	3.10	milk food			
compound	25 ml	0.96dz	0.24dz	200 cc	..	..	4.50	full cream 454 g	3.79dz	..	0.36
50 ml	1.68dz	0.42dz	†DDI	400 cc	..	..	5.75	half cream 454 g	3.79dz	..	0.36
coconut oil shampoo			†DDI	1.0 cc	..	..	0.50	humanised 454 g	3.81dz	..	0.36
100 ml	0.78dz	0.195dz		3.5cc	..	..	1.85	CREAM SILK (412 Elida-Gibbs)			
zinc and castor oil cream				7 cc	..	..	3.10	hair conditioner			
25 g	0.45dz	0.11dz		10 cc	..	..	4.50	flyaway or brittle			
50 g	0.55dz	0.135dz		15 cc	..	..	5.75	sachet	0.35dz	0.09dz	0.04½
100 g	0.94dz	0.235dz		30 cc	..	..	9.50	bottle	1.27dz	0.32dz	0.17
BLISS (641 HSL)				BRUT (446 FI)				CROUPLINE (1068 Roberts)			
foot powder 60 g	0.11	0.03	0.19	deodorant stick	..	..	0.80	cough syrup small	1.24dz	0.31dz	0.18
BLOC-MEN (845 GM)				BUDALE (346 Dales)				large	2.41dz	0.60dz	0.34
emulsion	0.35	0.08	0.58	tablets 100	8.40dz	..	†s1s4A	C. T. A. (1091 Rybar)			
stick	0.30	0.08	0.50	500	2.75	..	†s1s4A	28 ml	0.90dz	0.22dz	0.13
								CUPAL (333 Cupal)			
								ephedrine oil			d

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
AMAROLIDS (641 HSL)				eyelashes	398.00		1.70				
tablets concentrated 50	0.46	0.115	0.80	extra thick	399.00		1.80	milky liquid cleanser			1.25
special 72	0.83	0.21	1.46	extra long	368.00		1.80	202.72			2.60
standard 50	0.22	0.055	0.38	full	384.00		1.80	202.81			0.85
				semi	383.00		1.65	202.55			1.45
ANERAL (614 Hoechst)				lower	382.00		1.65	202.80			0.90
entire entry			d	spikelet	385.00		1.80	oil 103.01			0.70
				fixative	398.99		0.35	209.55			1.40
ANUSA (1467 Trend)				eyeliner brush	790.00		0.40	nail enamel cream			0.65
body moisturiser	0.65	0.165	1.35	eyeliner pencil	369.00		0.85	345.50			0.80
bubble bath	0.44	0.11	0.91	refill	370.00		0.40	pearlized			0.65
giant	1.43	0.36	2.92	eyeliner cake	379.00		0.80	345.51			0.65
cleansing milk	0.29	0.075	0.60	eye make-up remover				translucent			0.65
with moisturiser	0.41	0.105	0.85	367.99			0.65	345.52			0.65
solid	0.35	0.09	0.73	eye shadow cake	381.00		0.80	basecoat			0.65
deodorant spray dermatolac	0.53	0.135	1.06	cream				clear base			0.65
invisible	0.36	0.09	0.75	360.01			0.80	top coat			0.65
face moisturiser	0.38	0.095	0.78	creamy powder				lacquer remover			0.50
fluid depilatory	0.36	0.09	0.75	377.00			1.20	343.62			0.85
giant	0.53	0.135	1.06	shado III compact			1.50	orange skin food			1.40
nourishing face cream				364.02			0.45	113.02			2.35
tube	0.33	0.085	0.66	shado wand				113.04			3.85
jar	0.67	0.17	1.38	793.00				113.08			0.90
soap	0.24	0.06	0.43	eyebrow tweezers				408.00			0.70
tonic dew spray				774.00			1.25	pat-a-creme			0.15
standard	0.34	0.085	0.70	faint blush	419.00		1.95	pore cream			0.25
giant	0.57	0.145	1.17	fluffy cleansing cream				115.28			0.80
tonic hand cream	0.30	0.075	0.62	112.02			0.85	puff for compacts			0.15
				112.04			1.40	784.00			0.25
				112.08			2.35	782.00			0.80
ARKON (641 HSL)				foundation, featherlight			0.90	rouge cream			0.75
hair pomade 55 g	0.20	0.05	0.35	403.00			2.75	Seaqua			1.75
				gift box	982.00		15.00	moisture soap			2.10
AY-VITS (705 Kirby)				985.00			34.00	sea bath foaming			1.75
tablets 30	2.50dz		0.35 a	976.00			5.25	sea dust			1.75
				966.00			2.25	spray			2.35
CKERS (923 OG)				955.01			31.00	sea emollient			1.75
ay rum 5oz	0.10	0.025	0.18	994.00			8.50	sea fluff			1.50
PIXOL (779 Lundbeck)				983.00			0.65	sea gelee			2.10
distributors 1556 Farillon)				620.00			0.30	sea smooth lotion			2.10
mpoules 20 mg/ml 10	8.00	2.00	†s4B	handkerchief tissues			0.90	683.06			2.10
40 mg/2 ml10	12.50	3.125	†s4B	777.00			0.90	sea salts			2.10
ARMON (641 HSL)				healing cream	102.02		0.95	sea splash			0.85
ointment 20 g	0.09	0.02	0.15	Illusion foundation			0.95	sensitive skin cream			1.40
HLAC (506 Gerhardt)				410.00			0.95	106.01			0.80
erosol 142 g	2.85dz		0.32	410.98			2.35	106.02			0.85
VOL (1441 Wallace)				411.00			0.85	shampoo egg fluff			1.80
suspension 16 oz	0.56	0.14		invisible veil compact			2.50	313.83			0.85
tablets 50	0.27	0.07		552.00			1.25	skin tonic gloss			1.80
250	1.23	0.31		powder with puff			2.50	208.69			3.40
forte 100	1.16	0.29		524.00			1.25	208.79			0.85
ROT (384 Dorot)				powder			1.40	208.81			0.90
dedicated soap 75 g	0.84dz	0.21dz	0.12	526.00			0.70	lightweight			1.80
BROWNS (1442 BCB)				400.00			0.95	208.55			0.95
ough bottle	1.74dz	0.42dz	0.23 †DDI	leg tint			1.45	208.00			0.25
astilles	1.08dz	0.26dz	0.15 †DDI	lipstick case gilt			1.65	spatula			0.95
JRYS (1618 BFL)				658.E.O.			201.69	special astringent			1.60
ants' soothing mixture	0.10	0.025	0.15	660.E.O.			361.01	special eye cream			2.65
	0.23	0.06	0.34	refill	633.01		2.85	special hormone cream			1.00
 (608 Hinders)				liquid morning or			1.00	121.01			0.95
poriser insole pair	3.36dz	0.36dz		night cream	126.02		0.50	sun gelee			0.85
LASH (772 Lon)				make-up brush	794.00		0.95	sunpruf cream			1.70
elash dye	0.48	0.12	0.90	792.00			0.75	transparent powder			1.75
ON (816 Maybom)				796.00			0.95	compact			1.15
ld fix sachet			0.03	mascara	392.00		1.25	refill			0.75
rtain white sachet			0.06	mascaretic	130.00		0.85	large			0.90
bottle			0.22½	refill	131.00		1.30	Ultra Amoretta			1.70
intex cold dye			0.08	mascarette	388.00		0.95	veiled radiance			0.95
thickener carton				refill	389.00		1.20	vitamin cream			1.60
IPSOL (1282 VB)				men's			1.75	117.02			0.75
ir grower forcer	1.40dz	0.35dz	0.25	after shave lotion			0.65	117.04			0.16
ne tar shampoo	0.75dz	0.187dz	0.12	900.02			1.20				
escription 483	1.40dz	0.35dz	0.25	900.00			1.30				
MYTRIN (1310 WW)				901.00			0.65				
eam with hydrocortisone 15 g			d	sandalwood			1.20				
ABETH ARDEN (60 Arden)				902.02			1.75				
ti-brown masque				900.11			0.65	ELMBALM (250 Cheetham)			
114.01			1.15	901.11			0.95	ointment			
stringent patter	770.00		2.50	gelee	907.00		0.65	small	1.05dz	0.26dz	0.16
omiser	788.00		0.95	atomiser	924.00		0.75	medium	2.25dz	0.56dz	0.30
auty Sleep	127.33		1.80	Classic Cologne			1.85				
127.34			3.50	927.00			0.75	EMAIL DIAMANT (1528 Capucci)			
127.35			5.90	deodorant cream			0.75	EMBADREN (1198 SIC)			
dy cream	344.55		1.20	920.00			0.75	toothpaste			0.45
344.85			2.75	liquid			0.75	cream			0.34
re-Lines	214.02		0.85	919.00			0.75	tube	3.20dz	0.80dz	0.75
ansing cream	110.02		1.40	roll-on			0.75	jar	2.33dz	0.58dz	0.24dz
110.04			2.35	935.00			1.50		5.14dz	1.28dz	
110.08			3.85	spray			0.70	EMBROLIN (488 Fylde)			
110.16			1.50	918.00			1.30	(distributors 234 Cartwright)			i
our clear blushing gel			1.95	eau de Cologne			0.70	ENPAC (53 A&B)	60 g	0.42	0.10
423.95			1.85	923.02			1.30	ENTREX (680 Kalium)			
bronzing gel			0.75	923.00			1.60	powder			
422.97			0.75	925.00			0.75		0.72dz	0.18dz	0.13
our veil compact			1.25	hair cream	933.00		1.50		1.32dz	0.33dz	0.20
549.00			1.25	tonic	936.00		1.20		2.52dz	0.63dz	0.41
refill	548.66		0.95	pre-electric shave lotion			1.20		0.96dz	0.24dz	0.16
550.00			0.80	916.00			1.75	ENTROSALYL (311 C)			
complexion clear	20.02		0.65	917.00			0.80	tablets			
eam patter	780.00		2.50	shampoo	932.02		1.20	standard			
ame extraordinaire			2.30	shaving cream	905.00		0.55	dp200	0.445		
125.01			3.90	foam	903.00		1.20	dp1000	1.47		
125.02			5.90	skin shield	904.99		0.80				
125.35			0.85	soap hand	921.00		0.80	ENZYVITE (83 Bancroft)			
ht hour cream	118.01		1.15	bath	922.00		0.55	tablets			
118.99			0.30	travel	921.23		0.55	50	4.00dz	1.20dz	0.60
ebrow brush	781.00		0.40	talcum	909.02		0.85	100	6.20dz	1.86dz	0.93
ebrow pencil	373.00		0.95	traveller II gift case	909.03		2.40	EROSLA (641 HSL)			
automatic	394.00		0.40	940.00			1.75	bust developing cream			
refill	395.00			weekender	323.00			45 g	0.29	0.07	0.52
								ointment			
								jar	0.08	0.02	0.15
								500g	0.50		0.75
								tube			d

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ESTEE LAUDER (425 ELC)				GARLISOL (135 TB)				JAFFACRUSH (152 Bovril)			
Azuree				ointment 90 g	0.20	0.05	0.35½	25 oz	1.37dz	0.25dz	
antiperspirant deodorant			1.60	GARRIGOS (148 Bouscarle)				JAFFAJUICE (152 Bovril)			
bath crystals perfumed			4.30	fruit compounds				25 oz	2.15dz	0.39dz	
bath gel			2.40	apple, apricot, banana,				JOHNSONS (44 Amovon)			
with sponge			3.00	lemon, orange, peach,				liniment ..	0.12	0.03	0.20
bath oil perfumed			5.00	pear 1 k	4.30dz			XX oils ..	0.215	0.054	0.36
bath oil soap (2) with dish			3.50	blackberry, blackcurrant,				..	0.09	0.023	0.15
bath powder			1.90	sweet cherry, raspberry, red				..	0.15	0.037	0.25
bath salts			3.30	currant 1 k	4.65dz			..	0.208	0.07	0.48
body satin rub			2.60	wine concentrates				JOHNSONS (672 Johnson)			
conditioner & nourisher			3.00	red, white, rose 1 k	7.60			nappy liners 100	0.364	..	0.52
Cologne			2.10	(2 dz)				JUST (316 Cranmer)			
spray concentrate			3.30	sherry, port, muscat				bubble bath ..	2.08dz	0.52dz	0.30
creme bath			2.40	1 k	7.50			shampoo ..	2.08dz	0.52dz	0.30
dusting powder silken			2.70	(2 dz)				KALIUM (680 Kalium)			
pressed			3.30	wine bases 1 k	3.00			garlic tablets 40	1.32dz	0.33dz	0.19
friction lotion 240 cc			3.20	(½ dz)				100	2.28dz	0.57dz	0.37
360 cc			4.50	GERIVIN (1091 Rybar)				KAMNOR (641 HSL)			
hair spray			2.10	tonic 150 ml	2.70dz	0.67dz	0.39½	40	0.13	0.03	0.23
hand cream			1.90	250 ml	4.20dz	1.05dz	0.61½	80	0.22	0.055	0.38
milk bath			4.50	GILLETTE (514 Gillette)				KASEMOL (269 Cleaver)			
mint pick up bath			2.40	shaving foamy aerosol				liquid 2 oz	2.20dz	0.55dz	0.33
parfum purse spray			1.90	320 g	3.79dz	0.90dz	0.52	4 oz	4.00dz	1.00dz	0.59
rinse			1.50	290 g			d	ointment 1½ oz	2.20dz	0.55dz	0.33
setting aerosol spray			1.50	GOLDEN ROSE (1327 WSL)				KAYKILL (1068 Roberts)			
shampoo			1.50	hairgrips cushion-tipped	2.85	0.715	0.04	rodenticide drum No. 1	1.03dz	..	0.12½
soap cake			1.60	(gross)				No. 2	1.93dz	..	0.24
ESTOLAN (923 OG)				GOMAXINE (1059 Riddell)				No. 3	0.52	..	0.78
tube 1.16dz	0.29dz		0.17	cream 40 g	0.08	0.02	0.15	No. 4	0.96	..	1.45
ETSONAL (812 M&PP)				rheumatic balm 35 g	0.12	0.03	0.21	KEYBELLS (1068 Roberts)			
500 ml 0.275	0.07		0.49 +DDI	100 g	0.22	0.055	0.37	glycerine and honey	0.86dz	0.22dz	0.12½
EUPHORAMIN (1091 Rybar)				GRADELY (250 Cheetham)				KIRBY (705 Kirby)			
tablets 25	4.20dz	..	0.52½±s1s4B	foot paste	1.08dz	0.27dz	0.16	bronchial balsam			
EVEREST (252 Chelspa)				HAPPY FEET (1338 W&S)				100 ml	1.45dz	0.365dz	0.24 ±
sting relief lotion 35 ml	1.24dz	0.31dz	0.18	foot powder ..	0.085	0.0213	0.16	200 ml	2.40dz	0.60dz	0.39 ±
EYLURE (443 Eylure)				HEAVEN SENT (596 HR)				100 ml	1.45dz	0.365dz	0.24
fashion lashes	5.05dz	1.23dz	0.75	perfume mist 1 oz 4011	..	..	0.60	cherry bark linctus childrens	100 ml	1.25dz	0.315dz
soft points			0.79	4 oz 4018	..	..	2.00	glycerin, lemon & honey with ipecac	100 ml	1.38dz	0.19
FABULO (554 Haetam)				HEDEX (1190 SHP)				hormone hair tonic	160 ml	3.30dz	0.825dz
hair rollers				tablets 24	2.21dz	..	0.23	iron & yeast tablets 80	1.50dz	0.375dz	0.25
No.00	10	0.80dz	0.20dz	HEEMEX (727 Lane)				junior balsam 100 ml	1.25dz	0.315dz	0.20
No.1	8	0.80dz	0.20dz	pile ointment 28 g	0.11	0.03	0.20	mentholated balsam	150 ml	1.62dz	0.405dz
No.2	6	0.80dz	0.20dz	HEINZ (593 Heinz)				mouth ulcer tablets 20	1.25dz	0.315dz	0.20
No.3	4	0.80dz	0.20dz	strained foods				special backache & kidney tablets	40	1.30dz	0.325dz
new style large	4	0.70dz	0.175dz	dinners and fruits				vitaminised iron & yeast tablets	100	2.00dz	0.25
ex.large	3	0.70dz	0.175dz	can 4½ oz	1.064	..	0.05½	white horse oil 100 ml	1.30dz	0.325dz	0.19
FAMLAX (1068 Roberts)				all other varieties	0.872	..	0.04½	K.L.M. (811 Mawdsley)			
tablets large	1.35dz	0.34dz	0.20	all other varieties	1.064	..	0.05½	calamine cream &	..	0.83dz	0.21dz
FASTIDIA (761 Lilia-White)				junior foods				witch hazel ..			0.15
mini pads 10	1.23dz	..	0.12½	dinners and fruits	can 4½ oz	1.064	0.05½	KORTEK (705 Kirby)			
FENNINGS (1534 Fennings)				all other varieties	can 4½ oz	0.872	0.04½	10 ml	1.20dz	0.30dz	0.20
original mixture	1.38dz	0.34dz	0.19	all varieties jar 6 oz	1.26	..	0.06½	LACAMEX (1091 Rybar)			
FERROL (573 JH)				toddler foods	can 7½ oz	1.26	0.06½	115 ml	0.85dz	0.21dz	0.12½
compound 170.4 ml	3.15dz	0.787dz	0.45 ±	HEPTONAL (1531 Delandale)				500 ml	3.20dz	0.80dz	0.47
454 ml	6.25dz	1.5625dz	0.89 ±	tablets 50	0.73	0.1825	±s1s4A	2½ l	1.00	0.25	1.75
FERRO MANDETS (746 Lederle)				HERPEX (705 Kirby)				LANOLIVE (1198 SIC)			
pack of 100			d	10 ml	1.20dz	0.30dz	0.20	shave cream brushless	1.37dz	0.34dz	0.20
FERYBAR (1091 Rybar)				HOLLISTER (2 Abbott)				skin cream jar	2.12dz	0.53dz	0.31
150 ml	2.00dz	0.50dz	0.29	loop ostomy set	2.64			lotion	1.37dz	0.34dz	0.20
FIERY JACK (488 Fylde)				bridge (20)	5.17			2.12dz	0.53dz	0.31	
(distributors 234 Cartwright)			i	karaya seal (10)	2.86			LASTONET (733 Lastonet)			
FINIFUME (705 Kirby)				drainable bags (20)	8.80			foot spray	2.40dz	0.60dz	0.35
anti-smoking tablets 30	3.30dz	0.825dz	0.60 ±	HOOVER (621 Hoover)				jock strap standard	4.20dz	0.47dz	0.56
FISHERMAN'S FRIEND (771 LCPL)				Vanity hair dryer and				de luxe			d
rubbing ointment	1.80dz	0.45dz	0.25	manicure set	No.8204	8.14	2.04	clastic yarn			
FLEURS DU MONDE (446 FI)				HOUBIGANT (624 Houbigant)				(Lastofine)	2.60	..	3.90
parfum ¼oz	..	..	6.00	antiperspirant deodorant	0.45	0.1125	0.75	LE DIX (Balenciaga (386 Douck))			
½oz	..	..	9.50	HYDROCORTONE (837 MSD)				eau de toilette 1½ oz	1.05	0.265	1.90
1oz	..	..	14.00	cream non-greasy	15g		d	4 oz	1.70	0.425	3.05
parfum de toilette 2oz	..	..	3.00	HYGILAX (641 HSL)				7 oz	2.75	0.69	4.95
4oz	..	..	5.00	tablets 25	0.08	0.02	0.14	15 oz	4.05	1.015	7.30
aerosol 1.85oz	..	..	3.00	50	0.13	0.03	0.23	32 oz	5.95	1.49	10.70
3.5oz	..	..	5.00	HYGISALVE (641 HSL)				atomiser	..	2.15	3.85
POUDRE POUR LE CORPS				ointment 45 g	0.27	0.07	0.47	perfume ¼oz	0.92	0.23	1.70
10oz	..	..	6.50	HYGOBROME (641 HSL)				⅝oz	1.17	0.295	2.15
(3)	..	..	2.25	tablets 48	0.22	0.055	0.38	¾oz	1.70	0.425	3.15
FLOWERDELLS (469 Flowerdells)				ILOX (620 Hooper)				1 oz	2.80	0.70	5.20
worm treatment				eye lotion	..	0.09	0.025	0.17½	2 oz	4.45	1.115
tablets 50	0.10	0.025	0.18	INDISCRET (1397 PdeLL)				4 oz	7.00	1.75	12.95
100	0.14	0.035	0.25	Cologne 1 oz	3.143	3.43dz	0.86dz	4 oz	11.15	2.79	20.60
300	0.36	0.09	0.63	2½ oz	3.138	6.50dz	1.63dz	atomiser	..	2.32	4.30
1000	1.00	0.25	1.75	4 oz	3.124	11.65dz	2.91dz	refill	1.58	0.39	2.90
2000	1.68	0.42	2.94	8 oz	3.126	18.86dz	4.72dz	LANTHERIC (1574 LM)			
FOLEX-350 (1091 Rybar)				perfume 2 cc	3.001	3.08dz	0.77dz	Tweed			
tablets 50	2.35dz	..	0.29½	4 cc	3.160	4.80dz	1.20dz	foaming bath oil			
FOLGUAL (1091 Rybar)				¼ oz	3.156	6.50dz	1.63dz	100 cc	..	..	1.20
150 ml	3.60dz	0.90dz	0.52 ±	½ oz	3.049	14.74dz	3.69dz	parfum de toilette spray			
FOLICIN (930 P&B)				1 oz	3.055	21.60dz	5.40dz	30 g	..	..	1.50
tablets 100	0.36			2 oz	3.061	36.00dz	9.00dz	LIAISON (Ricard (67 Ashe))			
1000	1.40			INNERCLEAN (198 B&W)				perfume	..	0.67	0.16
FORMULA 219 (641 HSL)				herbal laxative		0.125	0.03	LI-LO (1603 Li-Lo) existing entry			d
50	0.27	0.07	0.47 ±	INNNOXA (654 Innnox)							
FRESH'N QUICK (903 NPU)				colour tots	..	..	0.35				
cleansing pads	1.08	0.27	0.07½								
(2 dz)	(2 dz)										
GARDALL (265 JC&Co)											
antiseptic 227.3 ml	0.85dz	0.212dz	0.12								
568.2 ml	1.80dz	0.45dz	0.26½								
4.546 l	8.80dz	2.20dz	1.28½								

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
O (1603 Li-Lo)				golden atomiser				NORVIC (902 Norvic)			
cushion 18 x 13 in	0.43	..	0.65	809.47	..	..	5.50	electric blankets			
print on one side	0.48	..	0.72	refill 809.48	..	..	4.10	Carnation quilt			
pillow 18 x 13 in	0.30	..	0.45	mist 809.34	..	..	1.80	60 x 30	..	..	8.75
print on one side	0.38	..	0.57	oil 809.35	..	..	1.65	60 x 48	..	..	11.25
reeded plain	0.77	..	1.15	soap hand (1) 734.84	..	..	0.55	Ferndown 60 x 32	..	..	6.69
print	0.81	..	1.22	(3) 749.84	..	..	1.65	60 x 46	..	..	8.75
baby pants (elastic leg)				bath (1) 750.84	..	..	0.80	Heatherdown 50 x 43	..	..	6.26
med, large (2)	0.085	..	0.12½	(3) 751.84	..	..	2.40	Heather quilt 48 x 44	..	..	8.75
ex. large (2)	0.10	..	0.15	travel 752.84	..	..	0.80				
st sheets 27 x 18 in	1.45dz	0.16dz	0.20	solid Cologne 828.01	..	..	0.85				
36 x 27 in	2.67dz	0.29dz	0.35	week ender 332.84	..	..	1.74				
water bottles								NOSKEETO (1091 Rybar)			
Airflow junior	0.34	..	0.51	MEROCET (838 Merrell)				25 ml	0.90dz	0.22dz	0.13
double heat	0.40	..	0.60	solution 150 ml	0.18	..	0.27				
standard	0.42	..	0.63	solution 100 ml	..	..	d	NOSTROLINE (705 Kirby)			
major	0.46	..	0.69					..	1.52dz	0.38dz	0.20
Covered bottle	0.65	..	0.98	MIGRIL (208 BW)							
Nimbus	0.41	..	0.62	10 x 10	3.44	..	5.16	NOVA (716 Krups)			
Sheerline	0.43	..	0.65	pack of 100	..	..	d	bathroom scales	..	..	3.80
020700	0.33							N.P.U. (903 NPU)			
020600	0.33			MILLOPHYLINE (346 Dales)				hot water bottles			
021100	0.34			pack of 50 suppositories				Cosy	0.315	..	0.45
020300	0.38			child and adult			d	De luxe	0.655	..	0.98
020200	0.38			pack of 30 tablets 0.1g			d	Everwarm	0.465	..	0.70
021500	0.36							Meteor	0.36	..	0.53
021680	0.39			MIMETTE (75 Avlex)				Petal	0.40	..	0.60
020500	0.39			(distributors 649 ICI)				Superheat	0.40	..	0.60
fiber sheeting 36in x 12yd	0.29			sachets 20	2.12dz	0.53dz	0.30	Twinheat	0.44	..	0.66
(per yd)								Vulcan	0.415	..	0.62
WITS (1552 UL)				MINERS (876 MP)				NU-DEAL (903 NPU)			
digestive biscuits	2.25dz	..	0.25	roll on foundation	2.17dz	0.545dz	0.32	toilet rolls	1.20	..	0.08
affles	2.70dz	..	0.30	water colour eye shadows	1.10dz	0.275dz	0.16	(1½ dz)	..	..
LITE (633 H & P)				MINOX (139 Bleasdale)				NUDIT (596 HR)			
stick with holder	0.76	0.19	1.38	worm treatment 50 ml	1.15dz			hair remover			
refill	0.20	0.05	0.38	100 ml	1.58dz			rinse-off spray	..	..	1.55
EXANE (649 ICI)				500 ml	0.55			NULACIN (113 Bencard)			
antiseptic cream (vet.)				MITCHUM (1520 IPM)				tablets	25	0.12	0.03
100 g	0.12	0.03	0.19	Esoterica cream				NU-SOFT (903 NPU)			
500 g	0.58	0.145	0.84½	special 85 g	1.27	0.32	2.15	hankies 3ply	16	1.50	0.17
cream 1%	50 g	0.115	0.20½	hand lotion 160 g	0.68	0.17	1.12	(6 dz)	..	..	0.08
EX (534 GT)				MONOTHEAMIN (413 Lilly)				(3 dz)	..	..	0.13
in cream	56 ml	0.075	0.019	and Amytal Pulvules "A" 500			d	(2 dz)	..	..	0.09½
112 ml	0.115	0.028	0.22	MORR MEL (1545 Vestric)			d	(2 dz)	..	..	0.17
OFEN SA (1310 WW)				ointment 250 g				twin pack	50	1.46dz	0.165dz
ack of 500 tablets			d	MOTHER SEIGELS (727 Lane)				tissues	50	1.84	0.205
LEANES (105 BT)				syrup 53 ml	0.12	0.03	0.20	(4 dz)	..	..	0.05
othpaste standard	1.15dz	0.29dz	0.15	MULSIVIN (1091 Rybar)				toilet rolls			
ATEX (901 Norton)				150 ml	1.80dz	0.45dz	0.26½ +DDI	(3 dz)	..	..	0.05
(distributors 1545 Vestric)				500 ml	4.45dz	1.11dz	0.65 +DDI	flat packs			
am jar 100 g	0.60			MW (1145 Sirex)				NYLAX (175 BCP)			
ion tube 125 g	0.75			eau de toilette 2 oz	..	..	2.25	laxative tablets	50	1.14dz	0.29dz
ion 500 ml	0.75			4 oz	..	..	3.50	OLBAS (727 Lane)			
IGOLD (774 LR)				7½ oz	..	..	5.25	oil	10 ml	0.17	0.04
use gloves	..	1.34dz	0.14dz	atomiser 1 oz	..	..	1.40	28 ml	0.385	0.095	0.27
lightweight	..	2.14dz	0.22dz	perfume ¼ oz	..	..	3.50	pocket inhaler			0.66
suregrip	..	..	0.27½	½ oz	..	..	5.00	OOZOO (250 Cheetham)			0.38
Y QUANT (876 MP)				1 oz	..	..	8.00	denture powder small	0.70dz	0.17dz	0.11
ft Scrub	6.29dz	1.572dz	0.96	"N" (1397 PdeLL)				large	1.20dz	0.30dz	0.17½
ALA (1361 Mavala)				Cologne 1 oz	3145	3.43dz	0.86dz	ORABASE (1176 Squibb)			
uble Lash	0.44	0.11	0.75	2½ oz	3140	6.50dz	1.63dz	paste	15 g	0.17	0.045
fix	0.44	0.11	0.75	4 oz	3125	11.65dz	2.91dz	80 g	0.55	0.14	0.83
S (810 Maws)				8 oz	3127	18.86dz	4.72dz	ORAHESIVE (1176 Squibb)			
apla				perfume 2 cc	3004	3.08dz	0.77dz	powder 15 g	0.27	0.07	0.41
sterilising solution				4 cc	3162	4.80dz	1.20dz	ORIENTAL SPICE (1131 Shulton)			
338.10	1.89dz	..	0.22½	¼ oz	3158	6.50dz	1.63dz	after shave and shaver lotion			
CA (716 Krups)				½ oz	3052	14.74dz	3.69dz	6229	3.02dz	0.74dz	0.45
hroom scales	..	..	2.32	1 oz	3058	21.60dz	5.40dz	6227	9.04dz	2.20dz	1.35
LOW BLOSSOMS (280 CP)				2 oz	3064	36.00dz	9.00dz	6228	13.10dz	3.19dz	1.95
p	3.03	0.76	0.12	NATROSLIM (1617 Angel)				6232	5.37dz	1.31dz	0.80
(3 dz)	(3 dz)	(3 dz)			1.65	..	2.48	6233	6.02dz	1.47dz	0.90
ROSE (1069 R&SL)				NATUVAC (40 Allinson)				OTALGAN (1259 Unichem)			
n tablets	0.54dz	0.135dz	0.09	herbal laxative 300 g	0.51	0.155	0.92	ear drops	6 g	0.10	0.025
RE CHERIE (60 Arden)				NAVIGATOR (338 Cussons)				12 g	0.15	0.04	0.17½
h cubes (6)	733.84	..	0.95	shaving stick refill	..	0.536dz	0.139dz	OTEX (705 Kirby)			
h oil 5 phials	766.84	..	1.95	NAZO (705 Kirby)				earache drops	10 ml	1.20dz	0.30dz
h salts	762.84	..	1.70	nasal drops	10 ml	1.20dz	..	0.20	OVALOIDS (641 HSL)		
odorant roll on				NELLA (1517 Nella)				tablets	36	0.13	0.03
732.00	..	..	0.75	red oil	0.16	0.04	0.26	72	0.22	0.055	0.38
ting powder	744.84	..	0.95	NEO RYBAREX (1091 Rybar)				OVERONES (137 Blakoe)			
puff puff	755.84	..	0.90	15 ml	3.00dz	..	0.37½	100	0.56	0.14	1.00
round with puff	754.84	..	1.95	NEOVIT (1091 Rybar)				PADDI (1073 Robinson)			
de parfum spray				150 ml	1.70dz	0.42dz	0.24	pads	20	3.348	..
809.38	..	..	1.10	250 ml	2.35dz	0.59dz	0.34	(1½ dz)	..	..	0.24
809.37	..	..	2.30	NERVATOGEN (1518 Morton)				PAL (967 Petfoods)			
lower mist	809.29	..	1.50	1 oz	1.60dz	0.40dz	0.23	economy	2.21dz	0.35dz	0.25½
809.30	..	..	2.30	50 ml	2.85dz	0.715dz	0.41	PALMOLIVE (280 CP)			
spray	809.46	..	1.80	100 g	3.45dz	0.87dz	0.45	shampoo			
fy milk bath	741.84	..	2.10	NEUTON BEK (641 HSL)				regular, medicated			
ming beauty bath				pills	36	0.13	0.23	or herb	2.42	0.605	0.22½
769.84	..	..	1.70	72	0.22	0.055	0.38	(1½ dz)	(1½ dz)	(1½ dz)	
box	974.00	..	9.50	NEUTRAPHYLLINE (311 C)				shave cream lather			
993.00	..	..	8.95	ampoules 3 ml	5	0.35	0.44	or brushless	large	1.54dz	0.385dz
spray	319.84	..	1.25	packs of 6			d	giant	2.16dz	0.54dz	0.27½
d lotion	357.64	..	0.85	NEYDHARTING (1617 Angel)				shaving stick refill	1.70	0.425	0.10½
357.55	..	..	0.85	moor-peat bath	1.60	0.40	2.82	(2 dz)	(2 dz)	(2 dz)	
357.85	..	..	1.35	NEZ (1091 Rybar)				soap, green	bath	3.49	0.875
isture bath	761.84	..	1.90	drops	15 ml	1.40dz	0.17½	(4 dz)	(4 dz)	(4 dz)	0.10
fumair	809.05	..	2.30	spray	1.40dz	..	0.17½	gold	bath	2.62	0.655
fume ½oz	809.41	..	5.00	tablets	12	1.30dz	0.32dz	(3 dz)	(3 dz)	(3 dz)	0.10
½oz	809.42	..	7.50	NOCOLD (705 Kirby)				PAN (1614 Inter Pan)			
				tablets	12	1.37dz	0.345dz	instant dry shampoo			
				NO-DEL (1091 Rybar)				3oz	2.68dz	0.67dz	0.40
				28 g	1.50dz	0.37dz	0.22	6oz	4.44dz	1.11dz	0.65
				NORADRAN (897 NC)				15 ml	0.17	0.04	0.27
				aerosol	0.61	..	0.92	100 g	0.39	0.08	0.61
				NORLESTRIN (938 PD)				PARACODIN (86 Barclay)			
				tablets	3 x 21	0.85	1.27½	family	3.41	0.855	0.13
								(3 dz)	(3 dz)	(3 dz)	

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p			
PARDALE (346 Dales)					QUADRILLE (Balenciaga (386 Douek))					iodine pencil					
paediatric elixir	50 ml	3.00dz	..	..	†s1DDL:	eau de toilette	1½ oz	1.05	0.265	1.90	115 ml	0.65dz	0.16dz	0.09½
	250 ml	0.80	..	..	†s1DDI		4 oz	1.70	0.425	3.05	mange remedy	1.00dz	..	0.12½
tablets	100	8.16dz	†s1DDI		7 oz	2.75	0.69	4.95	ointment (vet)	25 g	1.40dz	0.35dz	0.20½
	500	2.75	†s1DDI		15 oz	4.05	1.015	7.30	tonic tablets (dogs)	30	0.90dz	0.22dz	0.13
PASSIONNEMENT (1397 PdeLL)						32 oz	5.95	1.49	10.70		100	2.40dz	0.60dz	0.35	
Cologne	1 oz	3.146	3.43dz	0.86dz	0.50	atomiser	..	2.15	0.54	3.85	inhaler special				
	2½ oz	3.141	6.50dz	1.63dz	0.95	perfume	⅛ oz	0.92	0.23	1.70	syphon tube-ball valve				
	4 oz	3.148	11.65dz	2.91dz	1.70		⅙ oz	1.17	0.295	2.15	RYBAREX (1091 Rybar)				
	8 oz	3.150	18.86dz	4.72dz	2.75		¼ oz	1.70	0.425	3.15	15 ml	3.00dz	..	0.37½	
perfume	2 cc	3.005	3.08dz	0.77dz	0.45		½ oz	2.80	0.70	5.20	100 ml	1.70	..	2.55	
	4 cc	3.163	4.80dz	1.20dz	0.70		1 oz	4.45	1.115	8.25	115 ml	..	..	d
	¼ oz	3.159	6.50dz	1.63dz	0.95		2 oz	7.00	1.75	12.95	RYBARVIN (1091 Rybar)				
	½ oz	3.053	14.74dz	3.69dz	2.15	atomiser	..	2.32	0.58	4.30	15 ml	3.00dz	..	0.37½	
	1 oz	3.059	21.60dz	5.40dz	3.15	refill	..	1.58	0.395	2.90	100 ml	1.70	..	2.55	
	2 oz	3.065	36.00dz	9.00dz	5.25	RABRO (1091 Rybar)				115 ml	..	..	d	
PATTERSONS (641 HSL)					tablets	60	6.80dz	1.70dz	0.99	RYBRONSOL (1091 Rybar)					
pills forte	50	0.22	0.055	0.38		150	1.35	0.34	2.28	12	1.35dz	0.34dz	0.20	+	
PAYNOCIL (113 Bencard)					RADIARAY (608 Hinders)					RYMEL (1091 Rybar)					
tablets	18	0.08	0.02	0.14	lamps					150 ml	1.08dz	0.27dz	0.15½		
junior	20	0.05	0.01	0.09	infra-red/radiant heat	No.101	4.52	..	6.40	RYOTIN (1091 Rybar)					
PEDIGLEEM (101 Beautisales)					250w infra-red	No.101	4.52	..	6.40	outfit (vet.)	..	2.16dz	0.54dz	0.31½	
spray tonic	141 g	0.36	0.09	0.63	450w infra-red	No.101	4.72	..	6.68	RYOTOL (1091 Rybar)					
PEDIGREE CHUM (967 Petfoods)					infra-red/radiant heat	No.102	5.90	..	8.35	15 ml	1.90dz	0.47dz	0.28	±	
economy	2.30dz	0.36dz	0.26½		250w infra-red	No.102	5.90	..	8.35	SALUBRIA (135 TB)					
PEGINA (1417 Coraline)					450w infra-red	No.102	6.10	..	8.63	Himalayan nerve tonic					
indigestion mixture	0.28	0.07	0.42		infra-red/radiant heat	No.103	5.90	..	8.35	tablets	150	5.76dz	1.44dz	0.84	
PENIDURAL (1352 Wyeth)					250w infra red	No.103	5.90	..	8.35		250	9.00dz	2.25dz	1.32	
injections					450w infra red	No.103	6.10	..	8.63		500	16.40dz	4.10dz	2.40	
all purpose vial	1.2 mu	0.21	..	TS	infra-red/radiant heat	No.104	12.78	..	18.08		1000	29.45dz	7.36dz	4.32	
long-acting vial	10 ml	0.69	..	TS	250w infra red	No.104	12.78	..	18.08	SAM (967 Petfoods)					
PEROIDIN (809 M&W)					450w infra red	No.104	12.98	..	18.36		3.09	0.49	0.06		
50 mg	100	0.32	0.08	0.56	replacement elements					(6 dz)	(6 dz)				
200 mg	100	0.40	0.10	0.70	infra-red/radiant heat		1.02	..	1.44	SANIDENT (1232 T&R)					
PERUTZ (1136 Silber)					250w infra-red		1.02	..	1.44	denture cleaner	..	0.75dz	0.19dz	0.10½	
cine film standard 8					450w infra-red		1.26	..	1.78	..	1.20dz	0.30dz	0.17		
black and white U27, U21					RADWAY'S (573 JH)					SARAKAN (70 AHF)					
Penichrome super 8	..	..	..	1.33	ready relief	1.68dz	0.42dz	0.23		toothpaste	..	..	..	0.25
colour reversal	..	..	..	1.68	ointment (vet.)	25 g	1.40dz	0.35dz	0.20½	SAVLON (649 ICI)				
standard 8 CUS 88	..	..	..	1.40		500 g	1.10	0.33	1.92	babycare talc	240 g	1.85dz	0.46dz	0.26
colour negative film					RAVINA (1369 RM)					SENSODYNE (1178 Stafford)					
126	12 exp	..	..	0.47½	Barrette oval	No.703	1.28dz	0.32dz	0.20	toothpaste	standard	2.04dz	0.51dz	0.28½
	20 exp	..	..	0.59	RAYMOND (1032 Raymond)					economy	3.06dz	0.765dz	0.41½	
	36 exp	..	..	0.54	brill wax	50 g	0.20	0.05	0.42	SETON (1127 Seton)				
135	20 exp	..	..	1.63	colour rinse	15 cc	0.12	0.03	0.25	(distributors 93 BJ)				
C18	20 exp	..	..	1.12		30 cc	0.23	0.06	0.44	leg drainage bag	2.50			
	20 exp	..	..	1.12	hair lacquer	80 cc	0.13	0.03	0.26	(1½ dz)				
120	20 exp	..	..	0.84½	hand lotion	112 cc	0.20	0.05	0.42	male incontinence sheath	1.50			
PHILIPS (977 PE)					shampoo R77	sachets	0.025dz	0.055dz	0.03½	(1½ dz)					
hair dryer	hand	3.139	0.765	4.95		15 g	0.05	0.01	0.08	SHAMPOODLE (680 Kalium)					
PHISODERM (1599 Winthrop)					R.B.C. (1091 Rybar)					shampoo	4 oz	1.32dz	0.33dz	0.20	
150 ml	0.34	0.085	0.59		25 g	1.38dz	0.34dz	0.20	+	10 oz	2.64dz	0.66dz	0.43		
PICKLES (982 Pickles)					500 g	0.97	0.24	0.24	+	SHEER GENIUS (813 MF)					
corn-ring/ointment pack	1.46dz	0.25dz	0.25		RENIPAS (1046 Renipas)					powder cream	0.281	0.069	0.49		
PIPRICIDE (208 BW)					analgesic tablets	24	0.71dz	0.18dz	0.11	tube					
(vet.) worm powder	8 oz			d	REVLON (1052 Revlon)					SILCOT (786 Macdonald)					
PLIAFAX (1068 Roberts)					feminine hygiene spray	4 oz	0.39	..	0.70	sanitary towels					
syrup	150 ml	2.24dz	..	0.29	RHEUMALAX (488 Fylde)					size 0	4.32	..	..	0.16
tablets	25	1.47dz	..	0.19	(distributors 234 Cartwright)					(3 dz)	6.48	..	..	0.18
PLJ (103 Beecham)					RIBENA (103 Beecham)					size 1 (6)	2.67	..	..	0.10
standard		1.895dz*	0.29dz		standard	2.135dz*	0.33dz			size 2	5.64	..	..	0.20
large		3.01dz*	0.49dz		large	* includes 0.33 dz bottle deposit				size 3	4.26	..	..	0.23
POLAROID (989 Polaroid)						* includes 0.30 dz bottle deposit				size 4	3.84	..	..	0.28
close up kit	543	..	..	9.28	ROBERTS (1068 Roberts)					SINGLETONS (898 Northern)				
portrait kit	563	..	..	9.28	glycerine, lemon & honey	70 ml	0.86dz	0.22dz	0.12½	eye ointment	0.12	0.03	0.22½	+
POMPADOUR (991 PLL)					glycerine, lemon & ipecac	70 ml	0.86dz	0.22dz	0.12½	SLEEPIES (1327 WSL)					
lacquer sprays	90 cc	0.90dz	0.225dz	0.15	liquid paraffin	225 ml	1.15dz	..	0.13½	hair curlers	0.655dz	0.164dz	0.10		
refill	54 cc	0.65dz	0.165dz	0.11	olive oil	71 ml	0.93dz	..	0.11	herbal slimming aid	6.00dz	1.50dz	0.95		
aerosol	6 oz	1.70dz	0.425dz	0.27	white petroleum jelly	190 g	1.47dz	..	0.17½	SMA (1352 Wyeth)					
	16 oz	2.40dz	0.60dz	0.35						liquid	370 ml	0.11			
PONDS (256 CPL)					RYBAFERRIN (1091 Rybar)					powder	450 g	0.37			
lemon cold cream	42cc	2.02dz	0.51dz	0.27	tablets	75	1.80dz	0.45dz	0.26½	SOFRA TULLE (1087 Roussel)					
90cc	3.24dz	0.82dz	0.44		RYBAFORM (1091 Rybar)					pieces 10 x 10 cm (10)	0.40			TS	
PRAXILENE (1616 Lipha)					115 ml	1.10dz	0.27dz	0.16		SOMBRERO (532 Goya)					
(distributors 276 C & C)					2½ l	1.10	0.27			cream tube	50 g	0.131	0.032	0.23	
capsules 100 mg	100	4.53	1.14	7.93½	RYBAR (1091 Rybar)					SOOTHENE (727 Lane)					
500	22.00	5.50	38.50	baby cream	60 g	1.00dz	..	0.12½	antiseptic cream	28 g	0.11	0.03	0.20		
PRE-GARDALL (265 JC&Co)					cold sore lotion	tube	0.80dz	0.20dz	0.12	SOOTHON (641 HSL)					
antiseptic cleanser					dandruff lotion	110 ml	1.60dz	0.40dz	0.23	prickly heat powder	60 g	0.11	0.03	0.19	
227.3 ml	1.35dz	0.337dz	0.18		diabetic linctus	150 ml	3.00dz	0.75dz	0.43½	SPRILON (1497 PGBL)					
568.2 ml	2.85dz	0.712dz	0.37		ear drops	15 ml	0.90dz	0.22dz	0.13	(distributors 1556 Farillon)					
4.546 l	10.80dz	2.70dz	1.42½		eye drops	15 ml	1.08dz	0.27dz	0.15	aerosol spray	200 g	0.70			
PRIESTLEYS (1618 BFL)					eye lotion	60 ml	0.88dz	0.22dz	0.13	SPRITE (680 Kalium)					
compound		0.09	0.025	0.14	greyhound tonic	250 ml	1.70dz	0.42dz	0.23½	1 oz	0.72dz	0.18dz	0.14		
		0.155	0.04	0.24		500 ml	3.20dz	0.80dz	0.47	4 oz	1.68dz	0.42dz	0.27		
PRINCESS (716 Krups)					inhaler					10 oz	3.12dz	0.78dz	0.47		
bathroom scales	..	..	..	4.28	with mask	10.20dz	..	..	1.27	STABILLIN VK (147 Boots)				
PRO-HYD 50 (406 ECM)					midget	8.40dz	1.00	tablets 125 mg	100	0.45	..	0.68	TS
capsules	30	0.80	0.20	1.40	bottom cap	0.90dz	0.11	500	2.15	3.23	TS
PROSTALIN (137 Blakoe)					mask	2.52dz	0.32	250 mg	100	0.85	..	1.28	TS
	100	0.56	0.14	1.00	neck cap	2.65dz	0.34	500	4.00	6.00	TS
PURITABS (705 Kirby)					nylon filament	0.12dz	..	..	0.02	STAG (848 Minnesota)				
water purifying tablets					reservoir	2.10dz	0.25	after-shower talc	..	1.84dz	0.462dz	0.26	
	100	2.00dz	..	0.25	rubber bulb	2.70dz	0.34	pre-shave lotion	..	2.78dz	0.695dz	0.39	
maxi	50	0.83	..	1.25	rubber bush	0.12dz	..	..	0.02	STERILODERM (970 PM)				
					stopper cap	0.48dz	0.06	bactericidal gel	60g	0.20	0.05	0.35	
					syphon tube-ball	0.90dz	0.11	dispenser	500g	2.81	0.21	4.43	
					standard plastic	1.62dz	0.20	refill	500g	0.81	0.21	1.43	
					glass	0.90dz	..	..	0.11	STUART EDGAR (506 Gerhardt)				
					washers (1 or s)	0.12dz	0.02	nappy liners	50	1.76dz	..	0.22	
										100	3.12dz	..	0.39		
										SULTAN (1246 Trent)					
										male tonic tablets	60	4.20dz	1.05dz	0.73	

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
UNBEAM (1199 Sunbeam)				spare bases				hair cream			
hair dryer				T10, TR1, TR3 series, TRX10, SA6.5				tube	1½ oz	..	0.37
Lady Sunbeam				TRD, TRF, TRC, TM2-10, ACC10				3½ oz	..	..	0.57
floor stand	BHD/1	4.87	1.22	ACC13	..	..	0.60	jar	3½ oz	..	0.65
hairstyler	BHDFS/1	1.38	0.16	HF10, HF13, M10, M13	..	..	0.79	hair dressing			
over blankets	GHS/A	3.98	1.00	bungs TRX10, TR1, TR3 series,				tube	1½ oz	..	0.37
single	GSB1/2	8.54	2.14	TM2-10	..	..	0.49	4 oz	..	..	0.57
double	GSDB1/2	9.77	2.44	T10, SA6.5, ACC10, ACC13	..	..	0.54	aerosol	6 oz	..	1.47
double dual	GDDB1/2	11.33	2.83	H10, H13	..	..	0.57	perfume	¾ oz	..	1.55
under blankets				M10, M13, M16, M19	..	..	1.13	1½ oz	..	..	4.65
single	GSU3/2	..	..	TRD, TRF, TRC	..	..	1.07	pre-shave	2½ oz	..	1.27
double	GDU3/2	..	..	plastic liners for ice jar	..	..	0.54	5 oz	..	..	2.33
shavers				rubber seals	..	..	0.20	powder stick	3 oz	..	0.85
International	G10	7.93	1.98	tongs	..	..	0.38	shaving cream			
Shavemaster								aerosol	6 oz	..	1.43
XSM1000	10.38	2.60	16.44	TILLOTTS (1237 Tillott)	0.24	0.06	0.43	brushless tube	1½ oz	..	0.37
SMT1	10.72	2.68	16.97	white tar ointment				3½ oz	..	..	0.62
RE (412 Elida Gibbs)				TOTAL (533 Grabowski)				tube	..	..	0.65
antiperspirant economy	3.79dz	0.95dz	0.50	tablets 42	2.10dz	0.52dz	0.31	soap toilet	3 oz	..	0.33
LVIA (339 CG)				TOOTHEX (705 Kirby)				4½ oz	..	..	0.42
sanitary towels				toothache tincture	10 ml	1.20dz	0.30dz	9 oz	..	..	1.18
disposable tab ends	0.96dz	..	0.10	TOTOMYCIN (147 Boots)				talcum	4½ oz	..	0.73
NADRIN (614 Hoechst)				tablets 250 mg	100	0.82	..	tanning spray	6 oz	..	2.20
tablets 10 x 10	2.94	0.74	5.15	1000	7.90	..	11.85 TS				
packs of 50 and 150				TREND (1467 Trend)				VEIL (135 TB)			
RCORTIN (1178 Stafford)				eyelashes				cover cream	70 g	0.35	0.09
cream	15 g	2.31dz	0.58dz	Pretty Pussies	3.08dz	0.77dz	0.49½	VELVA (60 Arden)			
30 g	3.745dz	0.935dz	0.54½	twin pack	5.06dz	1.265dz	0.79½	cream	116.02	..	0.85
R GARD (1213 T.G.)				adhesive	0.60dz	0.15dz	0.15	116.04	..	..	1.40
anti smoking device	0.59	0.20	1.13	eyeliner brush	0.60dz	0.15dz	0.15	116.08	..	..	2.35
ZOLINE (1091 Rybar)				eye shadow brush	0.60dz	0.15dz	0.15	109.98	..	..	0.95
40 g	1.28dz	0.32dz	0.18½	TRI-ADCORTYL (1176 Squibb)				109.99	..	..	1.60
STRONES (137 Blakoe)				otic ointment 10 g	0.65	..	0.98 TS	moisture film	416.45	..	0.95
100	0.56	0.14	1.00	TRIMSTER (1542 Trimster) existing entry				416.50	..	..	1.65
TRALYSAL (227 Erba)				TRIMSTER (1542 Trimster)				416.52	..	..	2.95
injection I. M.	1	0.20	..	baby products				306.99	..	..	0.65
20	3.55	..	5.32 TS	bibs plastic	2.30dz	..	0.27½	smooth lotion	205.83	..	0.95
TREX-PMT (171 BLL)				polka dot large	2.10dz	..	0.26	205.91	..	..	1.60
injection vial				sleeved	3.30dz	..	0.40	205.95	..	..	2.65
I.M.	350mg	0.50	..	towelling	1.56dz	..	0.19				
I.V.	350mg	0.50	..	cradle cap lotion	1.05dz	0.26dz	0.17	VETZYME (978 PYP)			
EMIC (1068 Roberts)				face flannel	1.50dz	..	0.18	powder	13½oz	4.45dz	0.53
ough syrup 100 ml	2.86dz	0.72dz	0.43 †DDI	nappy liners one way	2.10dz	..	0.25	3lb	1.17	..	1.56
zenges 20	1.31dz	..	0.17 †DDI	nappy squares (12)	2.50dz	..	3.50	7lb	2.40	..	3.20
EOPHEN (1091 Rybar)				pants				13lb	4.20	..	5.60
50	2.75dz	0.69dz	0.40 †s1s4A	coloured small	0.50dz	..	0.06	VIBRA (721 LC)			
500	1.70	0.42	2.99 †s1s4A	large	0.54dz	..	0.06	tonic bath	..	1.515dz	0.38dz
etard 50	2.75dz	0.81dz	0.45 †s1s4A	ex. large	0.65dz	..	0.08	VIEW MASTER (490 GAF)			
500	1.70	0.50	3.50 †s1s4A	covered	1.44dz	..	0.18	album	199010	..	0.55
OMPSON'S (992 P&C)				frilly	2.50dz	..	0.30	64 movie	504100	..	35.95
ippy elm food				3 row large	2.20dz	..	0.26	64R movie	504120	..	39.95
malated or unmalated				trainer	2.50dz	..	0.30	65 movie	504200	..	53.95
6 oz	2.00dz	..	0.21	stretch	3.40dz	..	0.40	case	509100	..	2.95
1 lb	3.68dz	..	0.38	shampoo	0.98dz	0.25dz	0.16	film cutter	199370	..	7.75
2 lb	6.16dz	..	0.65	TRUST (103 Beecham)				glasses, Polaroid	199500	..	0.80
GLOID (641 HSL)				dog or cat tablets	1.715	0.31		inserter	199400	..	0.15
hkle reducing cream	55 g	0.20	0.05	6 dz)	(6 dz)			lamps			
ER (1613 HPL)				TUCAL (252 Chelspa)				for 411 projector 100	..	..	1.50
vacuum				linctus	100 ml	2.36dz	0.59dz	for 511	12V	..	3.25
flasks				40 oz	1.75	0.44	0.34 †DDI	for 111	111	..	..
TR3-10	..	..	3.98	80 oz	3.28	0.82	†DDI	projector 50W	..	..	1.35
CTR3-10	..	..	3.98	18	1.02dz	0.255dz	0.15	500W stereo	..	..	4.95
TRS10	..	..	5.76	100	5.00dz	1.25dz	0.75	library box	199110	..	1.20
TRX10	..	..	4.25	TUS (705 Kirby)				home movies, Walt Disney			
TM2-10	..	..	4.25	bronchial balsam 100 ml	1.65dz	0.415dz	0.25 †	S.V.standard B/W			
SA6.5	..	..	4.86	TWINK (412 Elida-Gibbs)				602110	..	..	1.15
T10	..	..	5.17	roller	1.335dz	0.335dz	0.19	S.V.sup. B/W	601110	..	1.15
C/T10	..	..	4.99	standard	2.18dz	0.545dz	0.31	L.V.standard B/W	602110	..	3.15
TRD10	..	..	5.98	standard and twenny				L.V.sup. B/W	602210	..	3.15
TRF10	..	..	5.51	ULCEDAL (145 B)				S.V.std.colour	602220	..	3.00
TRC10	..	..	5.98	capsules 450mg	100	2.00		S.V.sup.colour	601210	..	3.00
HF10	..	..	6.90	UNIFLOR (53 A&B)				L.V.std.colour	602220	..	7.00
ACC13	..	..	7.50	tablets	1 g	0.15	0.04	L.V.sup.colour	601220	..	7.00
M10	..	..	6.99	URANTOIN (1548 DDSA)				Pana Vue 1	311090	..	2.95
M13	..	..	7.94	tablets 50 mg	100	1.25	..	1X	317000	..	1.80
M16	..	..	8.42	100 mg	100	2.00	..	automatic	..	..	5.35
M19	..	..	9.18	VALIUM (1074 Roche)				transformer			
MP19	..	..	12.12	capsules 2 mg	100	0.53	..	399670	..	..	1.50
dualator	TR3-10	..	4.60	5 mg	500	2.13	..	projector 411	141486	..	9.50
refills				tablets 2 mg	100	0.53	..	511	142518	..	15.00
TRX10, TR3 series, T10, TR1, TRD,				5 mg	500	3.15	..	111	141384	..	5.25
TRF, TRC, ACC10	..	..	1.90	VAPONA (1155 S & N)				500	142817	..	97.50
TM2-10	..	..	2.00	Spirelle	11.04dz	..	1.25	reel single	102000	..	0.26
SA6.5	..	..	1.80	VARON DANDY (1372 Santillan)				pkt of 3	102030	..	0.80
H10, M10	..	..	2.05	after shave	2½ oz	..	1.27	reel mount, personal	101000	..	0.60
H13, M13, ACC13	..	..	2.20	5 oz	..	..	2.28	screenette	199200	..	0.85
M16	..	..	2.34	lime	2½ oz	..	1.38	talking Viewmaster	118000	..	4.95
M10	..	..	2.46	5 oz	..	..	2.42	packets	..	..	1.45
IJ10	..	..	2.15	brilliantine	1¼ oz	..	0.48	theatre, Walt Disney			
IJ12	..	..	2.35	liquid	1¼ oz	..	0.62	121182	..	..	7.95
IJR10	..	..	2.85	solid	1 oz	..	0.70	T.V.	121782	..	7.95
IJR12	..	..	3.10	Cologne	2 oz	..	1.18	transformer	399670	..	1.50
J1.8	..	..	3.30	2 oz	..	..	2.00	viewers			
J3.6	..	..	4.30	4 oz	..	..	3.63	G. P.U.L.	116014	..	0.98
J5.7	..	..	5.80	8 oz	..	..	6.90	G boxed	116022	..	1.75
creamier	..	..	6.51	15 oz	..	..	13.04	H	113062	..	1.95
pare cups	..	..	0.81	31½ oz	..	..	3.83	D	111022	..	7.95
jar	IJ10	..	5.20	demijohn	9 oz	..	13.49	WATERBURY'S (721 LC)			
IJ12	..	..	5.98	aerosol	36 oz	..	1.60	compound	16 oz	3.565dz	0.89dz
IJR10	..	..	5.67	stick	2 oz	..	0.78				
IJR12	..	..	6.25	eau de toilette	2½ oz	..	1.80				
shaver	API	..	6.00	6 oz	..	..	3.30				
				15 oz	..	..	7.07				

CHRISTMAS SHOWROOMS!!

26th-29th JUNE LEEDS

3rd-6th JULY NEWCASTLE-UPON-TYNE

Also later at Brighton, Birmingham, Manchester, Croydon, Hendon.

Ripon Room, Griffin Hotel,
Leeds, LS1 5DF.
Ravensworth Suite, Five Bridges
Hotel, A.1., Gateshead 8.**PERL**J. L. Perl Ltd
8 Esterbrooke Street
London SW1SOLE UK DISTRIBUTORS FOR:
Sauna Toiletries
XZ Hair Nutrient
Samsar Manicure Implements
and the genuine
Diamond-Deb, Kurlash and Twizzors

	Trade £.p	Tax £.p	Retail £.p	
WELLA (1318 Wella) for men existing entry for men				<i>d</i> <i>i</i>
hairdressing medicated	2.96dz	0.76dz	0.44	
non greasy liquid	2.96dz	0.76dz	0.44	
hairspray	0.35	0.09	0.61	
shampoo sachet	0.67	0.17	0.05	
bottle	(2 dz)	(2 dz)		
	2.40dz	0.60dz	0.35	
WELL COME (208 BW) aspirin tablets 300mg				<i>d</i>
25				
stibophen injection bottle				<i>d</i>
50 ml				
tetanus antitoxin 10,000 iu/2 ml	5	2.50	..	3.75
single				<i>d</i>
WELLDORM (1154 SNP) tablets 650 mg	30	3.12dz	..	0.39 †s4B
WENDY (1327 WSL) hairgrips	12	3.84	0.96	0.05
		(gross)	(gross)	
WILKINSON (1339 Wilkinson) shaving soap aerosol	175g	1.27	0.31	0.36
		(½ dz)	(½ dz)	
sword blades				
self service card (5)	6.82	1.71		0.24
	(50 pkts)	(50 pkts)		
WILLIAMS (255 Chembro) Aqua Velva				
Ice Blue after shave				
54 cc	2.83dz	0.71dz		0.41
108 cc	4.68dz	1.17dz		0.68
55 cc and 110 cc				<i>d</i>
WOOD NYMPH (412 Elida Gibbs) hair colourant		3.465dz	0.865dz	0.49
WYN-O-THERM (44 Amovon) menthol and wintergreen cream	0.09	0.023		0.15
WYN-TARRH (44 Amovon) snuff	..	0.07	0.018	0.12½
XANADU (446 FI) antiperspirant spray	..	..	..	0.60
XB (988 Pollen) energy food tablets	0.75	..	..	1.00
night cream	28 g	0.83	0.17	1.37
pollen and honey	57 g	1.24	0.26	2.10
	157 g	0.45	..	0.63
	425 g	0.90	..	1.25
special C tablets	0.75	..	..	1.00
YANI (1091 Rybar) suntan oil	55 ml	1.50dz	0.37dz	0.21
	112 ml	2.60dz	0.65dz	0.37
cream	50 g	1.75dz	0.44dz	0.26
YEASTREL (793 MFL) 3½oz	1.29dz	..	..	0.14
7oz	1.98dz	..	..	0.22
16oz	1.86dz	..	..	0.42
ZIPCILLIN (208 BW) tubes 300,000 i.u.				<i>d</i>
ZIZANIE (446 FI) after shave	2 oz	..	..	2.00
	4 oz	..	..	3.00
anti-perspirant aerosol	5 oz	..	..	1.50
creme shave aerosol	5 oz	..	..	1.50
eau de toilet spray	2 oz	..	..	2.50
	4 oz	..	..	4.00
	8 oz	..	..	6.00
sprinkler	2 oz	..	..	2.50
	4 oz	..	..	4.00
	8 oz	..	..	6.00
hair spray	16 oz	..	..	10.00
soap	5 oz	..	..	1.50
	6 oz	..	..	1.00

AMENDMENTS TO KEY TO SUPPLIERS

148	Bouscarle	= R. E. Bouscarle & Sons Ltd, 15 Cliffords Inn, Fetter Lane, London EC4A 1AT. 01-405 1263
582	Haywood	= J. H. Haywood Ltd, Abbey- field Road, Lenton Lane, Nottingham. 0602 862581
621	Hoover	= Hoover Ltd, Perivale, Greenford, Middlesex. 01-997 3311
633	H & P	= Hulman & Parker Ltd, 34 Gayton Road, Harrow, Middlesex HA1 2HF

771	LCPL	= Lofthouse Chemical Products Ltd, Copse Road Industrial Estate, Copse Road, Fleetwood FY7 7LP Lancs. 0391-7 2435
772	Lon	= Lon (UK) Ltd, 61 Sloane Avenue, London SW3 3DM.
779	Lundbeck	= Lundbeck Ltd, The Green, Welwyn, Herts. Welwyn 6601
807	MPB	= Mason Pearson Bros. 157 Picadilly, London W.1. 01-493 1916.
1613	HPL	= Harp Products Ltd, Riverside House, Camwath Road, London SW6 3HS. 01-736 7511

1614	Inter Pan	= Inter Pan Ltd, 169 Regent Street, London W1. 01-734 7495
1615	BBP	= Bardsley Baby Products, 10 Bardsley Vale Avenue, Bardsley, Oldham, Lancs. 061-624 3950
1616	Lipha	= Lipha UK, Pyramid Works, West Drayton, Middlesex. West Drayton 3013
1617	Angel	= Angel Pharmaceutical Services Ltd, 422 St John Street, London EC1V 4NJ. 01-837 5373
1618	BFL	= Barclay Foods Ltd, Abbeyfield Road, Lenton Lane, Nottingham. 0602 862581

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p	
ABECEDIN (878 Napp) syrup	120 ml	0.30	..	0.40 <i>c</i>
	456 ml	1.10	..	1.47
	2.27 l	4.76	..	6.35
tablets	20	0.19	..	0.26
	100	0.85	..	1.14
	500	3.80	..	5.07
ALLERGAN (35 Allergan) (distributors 1121 Searle) soaking solution	120 cc	0.46	..	0.69
wetting solution	60 cc	0.44	..	0.66
ALLPYRAL (1460 Dome) skin testing solutions	0.30	..	..	0.40 <i>i</i>
ALLPYRAL-MITE (1460 Dome) fortified set	10.50	..	..	14.00
ALTOIDS (1152 SK)	1.05dz	0.19dz		0.14 <i>a</i>
AQUA NET (109 BCL) hair spray	80 g	1.465dz	0.365dz	0.21
	118 g	1.60dz	0.40dz	0.23
	150 g	1.88dz	0.47dz	0.27
	320 g	2.99dz	0.75dz	0.43
	sachet	0.42dz	0.10dz	0.06
unscented	8 oz	1.465dz	0.365dz	0.21
	16 oz	2.99dz	0.75dz	0.43
ASHFORDS (1141 Simpkin)				<i>i</i>
scissors nickel plated				
nail straight	401A	2.25dz	tax paid	0.28
nail curved	403A	2.65dz	tax paid	0.33
cuticle straight	405A	2.25dz	tax paid	0.28
cuticle curved	407A	2.65dz	tax paid	0.33
pocket	409A	2.40dz	tax paid	0.30
nurses sh/sh	411A	4.05dz	tax paid	0.50
sh/bl	413A	4.05dz	tax paid	0.50
bl/bl	415A	4.05dz	tax paid	0.50
household	417A	5.25dz	tax paid	0.65
scissors stainless steel				
nail straight	402A	3.45dz	tax paid	0.43
nail curved	404A	3.95dz	tax paid	0.48
cuticle straight	406A	3.45dz	tax paid	0.43
cuticle curved	408A	3.95dz	tax paid	0.48
pocket	410A	3.60dz	tax paid	0.45
nurses sh/sh	412A	5.50dz	tax paid	0.68
sh/bl	414A	5.50dz	tax paid	0.68
bl/bl	416A	5.50dz	tax paid	0.68
household	418A	7.65dz	tax paid	0.95
nail clippers	433C	1.60dz	tax paid	0.20
nail files stainless steel				
assorted	431C	0.84dz	tax paid	0.10
tweezers chrome				
assorted	432C	1.20dz	tax paid	0.15
ATENSINE (117 BPL) tablets 2 mg	250	1.02	..	1.53 †s4B
	1000	4.00	..	6.00 †s4B
5 mg	250	1.54	..	2.31 †s4B
	1000	5.90	..	8.85 †s4B
ATKINSON & BARKER'S (1418 Strenol) infants' gripe mixture	0.95dz	0.24dz		0.14 <i>a</i>
ATLAS (1233 Thorn) Magicube X (3)	0.66			•
Magicube X (2)				<i>d</i>
AZILEX (652 Ingasetter) cream	0.17	0.04		0.30 <i>i</i>
BAND-AID (672 Johnson) washproof plasters				
wallets assorted	0.85dz	..	..	0.10 <i>i</i>

	Trade £.p	Tax £.p	Retail £.p	
BELLAIR (109 BCL) hair spray				<i>i</i>
aerosol	118 g	1.465dz	0.365dz	0.21
	200 g	1.95dz	0.49dz	0.28
	303 g	2.65dz	0.66dz	0.38
squeeze spray				
75 cc	0.87dz	0.22dz		0.12½
refill sachet	40 cc	0.42dz	0.10dz	0.06
bottle	75 cc	0.70dz	0.17dz	0.10
shampoo liquid	sachet	0.14dz	0.045dz	0.02
	bottle	0.70dz	0.17dz	0.10
talcum	..	0.77dz	0.19dz	0.11
BENIODS (1152 SK)	0.91dz	0.227dz		0.13 <i>a</i>
BETADINE (878 Napp) aerosol spray	90 ml	1.17	..	1.56 <i>c</i>
alcoholic solution	500 ml	1.50	..	2.00 <i>i</i>
	5 l	9.50	..	12.67
antiseptic solution	5 l	9.06	..	12.08
	4.54 l			<i>d</i>
ointment	25 g	0.25	..	0.34 <i>c</i>
	60 g	0.53	..	0.71
scalp & skin cleanser	100 ml	0.41	..	0.55
surgical scrub	5 l	9.70	..	12.93 <i>i</i>
	4.54 l			<i>d</i>
vaginal douche	240 ml	0.98	..	1.31 <i>c</i>
gel	80 g	0.98	..	1.31
pessaries	14	0.98	..	1.31
BLINK-N-CLEAN (35 Allergan) (distributors 1121 Searle) contact lens solution	7.5 cc	0.36	..	0.54 <i>i</i>
BLUE EYETEC (1073 Robinson) first aid dressings with metallic strip waterproof dressing strips				<i>a</i>
	¾ in x 2½ in	48	0.225	
	144	0.645		
	¾ in x 3 in	48	0.265	
	144	0.685		
	1½ in x 3½ in	50	0.515	
	1½ in x 2½ in	50	0.30	
	1 in x 1½ in	50	0.25	
finger dressing	1 in x 7 in	24	0.525	
wound dressing	2 in x 3 in	50	0.66	
	1½ in x 2 in	50	0.36	
without metallic strip dressing strip	¾ in x 1½ in	144	0.59	
wound dressing	1½ in x 1½ in	50	0.32	
waterproof strapping	½ in x 5 yd	12	1.06	
	1 in x 5 yd	12	1.51	
	2 in x 5 yd	12	2.495	
	3 in x 5 yd	12	3.325	
BLUE PETER (652 Ingasetter) aftershave	0.23	0.06		0.40 <i>i</i>
BYDOLAX (878 Napp) syrup	150 ml	0.21	..	0.30 <i>c</i>

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
AROLINE (1621 Interbro)				moisture glow cream				110 cc			3.40
disposable nappy pads				239-01			3.20	hand cream			0.95
30	5.00		0.33	240-02			3.33	lip gloss			1.09
50	4.80dz		0.63	Ritual				lipstick			0.64
100	9.48dz		0.89	bath oil	420-1		2.30	Miss Dior			
ATRIONA (652 Ingasetter)				Cologne	425-1		1.15	dusting powder			
perfume	0.69	0.17	1.20	dry deodorant	427-5		1.15	220 cc			3.17
1 oz	1.14	0.29	2.00	dusting powder	431-5		1.85	eau de Cologne	56 cc		1.99
ELLOSENE (1073 Robinson)				night treatment	235-1		3.75	110 cc			3.40
cellulose wadding 16 oz	0.19			235-2			6.20	220 cc			5.47
ESTRA (1073 Robinson)				rousing face wash	438		1.95	atomiseur	56 cc		2.30
face masks standard	15.94			soap	437-5		0.95	114 cc			3.93
(1 gross)				sparkling gel cleanser	439		1.95	eau de satin body lotion			
HARLES OF THE RITZ (248 COTR)				spray Cologne	425-2		2.07	84 cc			2.51
alabaster hand lotion				velvet perfume	430-1		1.60	eau de toilette	16 oz		13.61
342-4			1.38	Ritz cleanser	208-4		1.15	atomiseur	56 cc		2.51
antiperspirant	352-3		1.20	mat	290-1		2.10	112 cc			5.32
A.P.D. Ritz	353-2		1.02	pearlised	290-1P		2.25	voyage	56 cc		3.28
astringent cream	252-1		2.30	rousse	125-0		1.65	110 cc			4.92
astringent mild	301-4		1.05	skin bloom lotion				220 cc			7.43
auto-lashique	134-1		1.29	277-2			1.29	perfume			
refill	134-9		0.87	skin freshener	302-4		1.10	aerosol atomiseur			
blushing pomade				302-8			1.85	7 cc			4.80
299-01			1.95	302-16			2.80	14 cc			6.35
blushing powder	170-01		2.25	special cream	247-1		0.97	28 cc			8.81
body works	470-8		1.38	special formula concentrate				handbag atomiseur			3.60
cheek pomade cleargel				255-1			2.70	model voyage	7 cc		3.88
157-1			1.77	emollient	251-1		1.80	pour le sac			2.30
Chiaro				251-2			2.70	standard	14 cc		6.35
bronzer	532-2		1.38	251-4			3.90	28 cc			8.80
Cologne	530-4		2.30	special lotion	304-4		1.10	56 cc			12.70
dry deodorant	534-4		1.15	Sun-Bronze				soap toilet (3)			1.66
face conditioner				deep tone tube	604-2		0.95	bath (3)			2.78
531-4			2.02	bottle	604-3		1.40	talc	112 cc		1.27
face tamer	533-4		2.02	604-5			2.35	nail enamels			
talc	535-3		1.15	invisible tube	605-2		0.95	cream			0.40
Directoire				bottle	605-3		1.40	frosted			0.44
bath oil	462-2		2.07	605-5			2.35	ultra cream			0.78
floreal	412-2		1.44	throat cream concentrate				ultra frosted			0.91
412-4			2.07	226-1			2.70	remover			0.53
mist	412-3		2.70	veillesence	280-1		5.75	super base			0.70
talc	455-4		1.15	velvet foam	204-2		1.10	super sealer			0.70
toilet soap (3)	472-2		1.45	texture lotion	224-4		1.60	for men			
disaster cream	253-1		1.30	CHRISTIAN DIOR (1619 PCDL)				after shave	56 cc		1.77
dry skin cleanser	202-4		1.44	apricot cream			1.13	110 cc			2.77
dual lotion	305-4		1.80	cuticle oil			0.70	atomiseur	112 cc		3.50
305-8			2.70	cuticle remover			0.70	travel pack			2.43
eyebrow makeup compact				Diorama				Cologne	56 cc		1.99
146-IN			1.44	dusting powder				110 cc			3.40
eye cream	243-1		1.10	220 cc			3.17	220 cc			5.32
eyelash cream	244-0		0.75	eau de Cologne	56 cc		1.99	16 oz			8.65
eyelid lustre	147-1		1.44	eau de Toilette	56 cc		3.28	32 oz			18.15
eyelid makeup compact	145-IN		1.44	110 cc			4.92	atomiseur	112 cc		3.93
eye oil concentrate				perfume				travel pack			2.78
225-0			1.25	aerosol atomiseur				deodorant atomiseur			2.73
eye oil treatment stick	227-0		2.20	14 cc			6.35	foam shave aerosol			1.55
eye pencil	152-2		1.44	handbag atomiseur			3.60	pre-shave	110 cc		2.76
refill	152-9		0.60	model voyage			3.88	shaving cream			0.95
eye shadow liqui-cream				Dioressence				soap toilet (3)			1.66
153-1			1.44	after bath friction			2.16	bath (3)			2.78
eye shadow pomade				atomiseur	1 1/2 oz		2.16	talc	112 cc		1.27
156-1			1.55	3 oz			3.46	CLEAN-N-SOAK (35 Allergan)			
face shaders	168-1		2.55	bath perfume	1/2 oz		2.60	(distributors 1121 Searle)			
leather touch cleanser				body lotion	3 oz		2.51	soaking solution	120 cc	0.54	0.81
203-4			1.47	foaming milk bath			2.58	CLEAN-N-SOAKIT (35 Allergan)			
203-8			2.15	soap toilet (3)			1.66	(distributors 1121 Searle)			
203-16			3.25	bath (3)			2.78	1.00			1.50
face powder	169-2		2.35	Diorissimo				CLEAN-N-STOW (35 Allergan)			
rmessence 770 lotion				dusting powder				(distributors 1121 Searle)			
418-1			4.55	220 cc			3.17	Prep Pak			2.25
cream	416-2		4.55	eau de Cologne	56 cc		1.99	CODELLA (878 Napp)			
and cream	248-2		0.75	110 cc			3.40	cream	25 g	0.09	0.16
eel & elbow treatment				atomiseur	56 cc		2.30	100 g	0.20	0.05	0.35
249-2			4.60	114 cc			3.93	COOL-N' DRY (109 BCL)			
lipsticks			1.15	eau de satin body lotion			2.51	deodorant aerosol			
liqui-cream foundation				eau de toilette				70 g	1.25dz	0.31dz	0.18
281-1			3.70	atomiseur	56 cc		2.51	110 g	1.465dz	0.365dz	0.21
pressed powder compact				112 cc			5.32	squeeze spray	75 cc	0.87dz	0.22dz
155-1			1.47	voyage	56 cc		3.28	refill	55 cc	0.70dz	0.17dz
refill	155-9		0.92	110 cc			4.92	COOPERS (200 B&P)			
qui fresh	308-4		1.05	perfume				COOPERS (315 CPC)			
ascara	154-1		1.44	aerosol atomiseur				COOPERS (295 CM&R)			
edicated lotion	311-2		1.05	7 cc			4.80	aerosols			
iss Ritz				14 cc			6.35	Fresh-aire-Super			0.23
blotter	711-1		2.02	28 cc			8.81	nocturne			0.38
colouring stick	757-1		1.38	handbag atomiseur			3.60	existing entry of nocturne			
eye shadow	705-0		1.44	model voyage	7 cc		3.88	veterinary			
fizz for creaming				pour le sac			2.30	warble fly liquid 1 gal			
759-2			1.25	standard	14 cc		6.35	CORTROPHIN (917 Organon)			
moisturising	758-2		1.60	28 cc			8.80	injection 20 iu/ml 5 ml vial			
washing	760-4		1.25	soap toilet (3)			1.66	CORTROPHIN-ZN (917 Organon)			
lights	725-04		1.15	bath (3)			2.78	tablets pack of 30			
mask	254-2		1.65	talc	112 cc		1.27	CROWN (1073 Robinson)			
moisturiser	708-1		1.44	Diorling				corn caps	6	1.65dz	0.413dz
ovessence	230-2		7.35	eau de Cologne	56 cc		1.99	wool felt	6	0.685dz	
refills	230-R1/2		3.70	atomiseur	56 cc		2.30	4 3/8 in x 2 1/4 in x 3/16 in		0.965dz	
ly skin cleanser	201-4		1.44	eau de toilette	56 cc		3.28	4 in x 3 in x 3/16 in		0.965dz	
powder box	161-3		2.00	112 cc			5.32	CUSSONS (338 Cussons)			
161-5			2.70	perfume				brilliantine liquid	58 cc	1.011dz	0.25dz
evenessence				aerosol atomiseur				112 cc	1.66dz	0.41dz	0.23
after shave	322-2		2.60	14 cc			6.35	Imperial Leather brilliantine liquid both sizes			
cream	241-0		2.10	handbag atomiseur			3.60	CYCLAX (341 Cyclax)			
241-1			3.20	model voyage			3.88	skin bracer	sachet		0.04
241-2			5.00	Fraiche				3 for			0.10
241-3			3.33	bath oil	28 cc		3.21	CYPHOIDS (1152 SK)			
241-4			5.20	cologne atomiseur							
250-1			1.80	56 cc			2.30				
				eau de Cologne	56 cc		1.99				

NEW! Distinctive packs
Liquid hair colour restorer
Powerful national advertising
will help sell MORGAN'S
dressings for grey hair.



The image shows four boxes of Morgan's hair products arranged in a cluster. The central box is the tallest and is labeled 'MORGAN'S liquid hair colour restorer'. To its right is a box labeled 'MORGAN'S HAIR DARKENING POMADE'. In the foreground, to the left, is a smaller box labeled 'MORGAN'S Perfumed HAIR DARKENING POMADE'. To the right of that, in the foreground, is another box labeled 'MORGAN'S HAIR DARKENING CREAM'. All boxes feature a large, stylized 'M' logo and the brand name 'MORGAN'S' at the top.

Morgan's Pomade Co., Ltd.,
Whitstable, Kent.

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ROSIM (1617 Angel)	1.65	0.30	2.78 a								
OLAN (878 Napp)				TABAC ORIGINAL (443 Eylure)							
lets 2.6 mg	50	0.85	1.13 c	after shave lotion					unspread		
250	3.90	..	5.20	opaline	15 cc	..	0.39 a		36 x 18 x 1/16 in	0.95	
6.4 mg	50	1.15	1.53		47 cc	..	0.69		7/16 in	1.54	
250	5.35	..	7.13		90 cc	..	0.99		7/16 in	2.40	r
					163 cc	..	1.55		7/16 in	2.78	a
AVON (100 BI)					305 cc	..	2.75		semi-compressed		
io-sonic vibrator	..	..	22.50	after shave balm	..	..	0.99		spread		
BOLIN (917 Organon)				deodorant					36 x 18 x 1/16 in	1.49	
lets pack of 25			d	spray	50 g	..	0.66		7/16 in	2.14	
DEXON (917 Organon)					175 g	..	1.50		7/16 in	2.81	
ouples 5 mg/ml	25	10.40	15.60 TSi	talcum	35 g	..	0.65		7/16 in	3.54	
lets 2 mg	100	5.50	8.25 TS	eau de Cologne					surgical		
RAINE (917 Organon)				opaline	15 cc	..	0.40		spread		
lets pack of 10			d		47 cc	..	0.75		4 x 3 1/2 x 3/16 in	1.01dz	
NTAL SPRICE (1131 Shulton)					90 cc	..	1.05		4 x 3 x 7/16 in	1.01dz	
ershave and shower					163 cc	..	1.59		3 x 3 x 7/16 in	1.01dz	
ragonhead	9.40dz	2.29dz	1.40 •	hair tonic lotion	305 cc	..	2.85		6 x 6 x 7/16 in	2.02dz	
LENE (1145 Sirex)				oily or dry	90 cc	..	0.69		6 x 4 1/2 x 7/16 in	2.02dz	
onzilane	..	..	1.90		163 cc	..	1.05		4 x 4 1/2 x 7/16 in	2.02dz	
DEX (1418 Strenol)				pre shave lotion	47 cc	..	0.69		unspread		
drops (vet.)	14 ml	1.49dz	0.22 a		163 cc	..	1.55		4 x 3 x 7/16 in	0.81dz	
225 ml	1.00dz	0.25dz	1.75	shaving foam spray					zinc oxic plaster B.P.C.		
OI (1073 Robinson)					150 g	..	1.32		1/2 in x 1 yd	0.385dz	
py rolls disposable			d	shaving stick	100 g	..	0.70		1/2 in x 3 1/2 yd	0.875dz	r
OLON (917 Organon)				refill	100 g	..	0.65		1/2 in x 5 yd	1.14dz	a
ouples	100	8.80	13.20 †s4Bi	soap on a rope		..	1.35		1 in x 1 yd	0.54dz	
ack of 6				soap toilet size (1)		..	0.55		1 in x 3 1/2 yd	1.23dz	
878 Napp)				raffia bag (3)		..	1.59		1 in x 10 yd	2.66dz	r
ets	100	0.28	0.38 c	soap bath size (1)		..	0.79		2 in x 5 yd	2.85dz	
500	1.20	..	1.60	raffia bag (1)		..	0.85		3 in x 10 yd	6.26dz	d
LENE (947 Pedelene)				TABLOID (208 BW)							
septic solvent	1.00dz	0.25dz	0.16	aspirin 300 mg	100		d		1/2 in x 5 yd	2.02dz	d
TULES (1352 Wyeth)				TAYLOR'S (1073 Robinson)							
n 100			d	belladonna plasters porous					2 in x 10 yd	2.02dz	d
PANTS (1621 Interbro)			•	breast 6 in	..	0.89dz	0.223dz	†i	3 in x 10 yd	2.02dz	d
OSTICON PLANOTEST (917 Organon)				7 in	..	1.02dz	0.255dz	†	4 in x 5 yd	2.02dz	d
20	5.00	..	i	red felt					4 in x 10 yd	2.02dz	d
NYL (917 Organon)				5 x 7 1/2 in	..	1.275dz	0.319dz	†	TESTORAL (917 Organon)		
ouples 100 µ/ml			d	7 x 11 in	..	2.55dz	0.638dz	†	Sublings 10 mg pack of 25		d
ALGIN (117 BPL)				red flanellette					TETRABID-ORGANON (917 Organon)		
ets 500 mg	500	10.80	16.20 c	5 x 7 1/2 in	..	0.99dz	0.248dz	†	capsules 250 mg	100	3.38
OL (1418 Strenol)				7 x 11 in	..	1.985dz	0.496dz	†	500	16.67	..
ment	34 g	1.93dz	0.48dz	B.P.C. white cloth					..	..	5.10 TS
EL (1063 Rimmel)				5 x 7 1/2 in	..	0.655dz	..	†	THERMOGENE (1073 Robinson)		
pressed powder				7 x 11 in	..	1.31dz	..	†	wool	small	1.32dz
mpact	..	2.185dz	0.533dz	boil plasters	3	0.635dz	0.159dz		large	2.25dz	0.563dz
y skin lotion	..	1.85dz	0.451dz	144	2.00	0.50			TOM CAXTON TRUE BREW (1449 R&CFD)		
rayon collection	..	5.845dz	1.425dz	corn plaster, Ivy Leaf	..	0.485dz	0.121dz		bitter kit	..	7.00dz
er pencil	..	1.165dz	0.284dz	sal, acid 1 1/2 x 3 in 20%	..	0.34dz	0.085dz		lager kit	..	7.88dz
adow applicator	..	1.37dz	0.334dz	40%	0.375dz	0.099dz			TOPSY (1243 TP)		
hickener	..	1.645dz	0.401dz	first-aid dressings					aspirin tablets	24	0.49dz
ush	..	2.265dz	0.552dz	waterproof	tin	0.575dz		r	baby cream	..	0.70dz
sk twist-up	..	1.645dz	0.401dz	strips					nappy conditioner	..	1.39dz
up brush	..	2.185dz	0.533dz	2 1/2 x 6 in x 12	..	0.305dz		a	ULTER (1256 Ulter)		
ara brush-on	..	2.185dz	0.533dz	3/4 x 1 1/2 in x 144	..	0.545			stomach tablets	20	2.03dz
eated cake	..	1.37dz	0.334dz	3/4 x 2 1/2 in x 144	..	0.60			40	3.88dz	0.97dz
deal soap	..	0.955dz	0.233dz	3/4 x 3 in x 144	..	0.65			100	8.78dz	2.20dz
perfumed	..	1.225dz	0.299dz	1 1/2 x 3 1/2 in x 50	..	0.49			500	3.94	
ucent blush	..	1.165dz	0.284dz	1 x 1 1/2 in x 50	..	0.25			VANISH (1037 Reckitt)		
SONS (1449 R&CFD)				1 1/2 x 2 1/2 in x 50	..	0.315			fly killer	..	7.55dz
II instant baby	..	0.73dz	..	wound dressings					WHITE CROSS (109 BCL)		
ed	..	..	0.09 •	1 1/2 x 2 in x 50	..	0.365			cough mixture	..	1.04dz
N (1079 Ronson)				2 x 3 in x 50	..	0.66			WINLAM (615 H&M)		
ic razor	TS 850	5.83	1.46	2 1/2 x 3 1/2 in x 50	..	0.735			..	0.26	0.055
a			9.50 c	1 1/2 x 1 1/2 in x 50	..	0.325			WYOVIN (1352 Wyeth)		
SALE (451 F&J)				circlettes 7/16 in dia.	100	0.345			tablets with phenobarbitone 250		d
foam	..	2.88dz	0.72dz	1 1/2 in dia.	100	0.42			YARDLEY (1355 Yardley)		
OT (1037 Reckitt)				individually wrapped					Black Label		
150 ml			d	1 1/2 x 1 1/2 in x 100	..	0.81			pre electric shave	2522J	0.28
LS (402 Earex)			i	1 1/2 x 2 in x 100	..	0.86			nature lipids		
100 ml	0.15	0.037	0.25	2 x 3 in x 100	..	1.32			cream cleanser 120 cc	913	0.504
200 ml	0.23	0.057	0.35	2 1/2 x 3 1/2 in x 100	..	1.73			cream moisturiser 60 cc	912	0.504
12 ml	0.15	0.037	0.25	3/4 x 1 1/2 in x 100	..	0.635			skin freshener 120 cc	918	0.459
D-STIK (652 Ingasetter)			i	3/4 x 2 1/2 in x 100	..	0.70			quickwink mascara	579	0.334
repellant	..	0.09	0.15	3/4 x 3 in x 100	..	0.69			YVES SAINT LAURENT (248 COTR)		
1152 SK)				sponge rubber adhesive					Rive Gauche		
ic chocolate bar	1.38	..	0.09 a	7/16 x 3 1/2 x 6 in (3)	3.98dz				body spray	920	..
(2 dz)	..	..		7/16 x 36 x 18 in	..	3.00			moisture spray	905	..
es	1.20dz	0.215dz	0.16	7/16 x 36 x 18 in	..	2.38			spray Cologne	904	..
va	2.16	..	0.12	7/16 x 36 x 18 in	..	1.61			deodorant	906	..
(2 dz)	..	..		unspread					soap	938	..
LENDON (1152 SK)				3/8 x 3 1/2 x 6 in (3)	3.475dz				talc	946	..
lets	1.64dz	0.295dz	0.20 a	7/16 x 36 x 18 in	..	1.40			"Y"		
es	..	..		strapping adhesive waterproof					bath oil	1 oz	..
ampton	0.95dz	0.237dz	0.14	1 in x 1 yd	..	0.705dz			eau de toilette	2 oz	..
ed, liquorice and	..	..		1 in x 2 1/2 yd	..	0.845dz			4 oz	..	..
lorodyne carton	0.74dz	..	0.09	1/2 in x 5 yd	..	0.99dz			8 oz	..	..
tin	0.95dz	0.237dz	0.14	1 in x 5 yd	..	1.505dz			16 oz	..	..
as	..	..		2 in x 5 yd	..	2.50dz			atomizer	1.8 oz	..
currant iodised..	0.95dz	0.237dz	0.14	3 in x 5 yd	..	3.80dz			4 oz	..	..
chial	..	0.95dz	0.237dz	4 in x 5 yd	..	..	d		refill	..	..
rh	..	0.95dz	0.237dz	superfoam adhesive					parfum		
um and menthol	..	0.98dz	0.237dz	7/16 x 36 x 18 in	..	1.28	0.32	i	de luxe	4 oz	..
				7/16 x 36 x 18 in	..	1.70	0.425		handbag atomizer	1/5 oz	..
				unspread					refill	..	..
				7/16 x 36 x 18 in	..	0.92	0.23		phial	1/5 oz	..
				7/16 x 36 x 18 in	..	1.40	0.35		mousse	3 oz	..
				wintergreen and capsicum					spray	1 oz	..
				plasters					refill	1 oz	..
				5 x 7 1/2 in	..	0.685dz	0.171dz		standard	1/2 oz	..
				7 x 11 in	..	1.37dz	0.343dz		2 oz	..	..
				wool felt soft 100% Merino					2 oz	..	..
				wool spread					2 oz	..	..
				36 x 18 x 1/16 in	..	1.25	a		talc	2 oz	..
				7/16 in	..	1.85					1.30
				7/16 in	..	2.70					
				7/16 in	..	3.09					

AMENDMENTS TO KEY TO SUPPLIERS

35 Allergan = Allergan & Co Ltd.
Lane End Road, High
Wycombe, Bucks.
0494 21124

157 Boxford = Boxford (Suffolk) Whole-
food Products Ltd,
Boxford, Colchester,
Essex CO6 5NY

1028 Rapidol = Rapidol Ltd, Inecto
House, 32 Dover Street,
London W1X 3RA.
01-493 7541

1121 Searle = G. D. Searle & Co Ltd,
Whalton Road, Morpeth,
Northumberland,
Morpeth 4311

1619 PCDL = Parfums Christian Dior
(UK) Ltd, Avis Way,
Newhaven, Sussex.
07912 4771

1620 Lloyd's = Lloyd's Surgical Dept
Ltd, Commercial Road,
Portsmouth, Hants.
Portsmouth 21451

1621 Interbro = Interbro Ltd, Cavridy
House, Ladymead,
Guildford, Surrey.
0483 60757

Life is for living!

This is the theme of the Big New Advertising Campaign for Pharmaton capsules

From Switzerland the country always associated with radiant health, come Pharmaton capsules. In these days of stresses and strain, this is a product which is bound to have great appeal to your customers.

Pharmaton was established in Lugano in 1942 and they're very proud of the fact that due to their code of strict quality control and their constantly high ethical standards, they have earned a reputation for excellence in no fewer than 96 countries.

Big advertising support A dynamic advertising campaign starts in July, goes through the dreariest part of the winter when everyone's feeling in need of a boost. This advertising will reach 94% of the target market through these media:—

Media Schedule	SPACE	JULY	AUG.	SEPT.	OCT.	NOV.
Daily Express (Southern Edition)	11' x 4 cols 8' x 3 cols	• •	•		• •	
Daily Mail (Southern Edition)	10' x 4 cols 8' x 3 cols	•	•		•	•
Daily Telegraph (Southern Edition)	11' x 4 cols 8' x 3 cols	• •	•		• •	
Evening News	11' x 4 cols 8' x 3 cols	•	•		•	•
Evening Standard	11' x 4 cols 8' x 3 cols	• •			• •	
Radio Times London & South	½ Page	•	• •		• •	
TV Times London & South	½ Page	•	• •		•	•
Reader's Digest London & South	W. Page			•	•	•

**Order Now – Life is for living...
and Pharmaton is for selling**

Special display offers Vestric Limited are offering two special deals to retail chemists on Pharmaton Capsules until July 29th.

- 1 On every parcel of 5 x 30's capsules and 1 x 100's you get a 1 x 30 bottle FREE (and free of purchase tax).
- 2 On all orders of 3 bottles of 30 we give you an extra 7½% off (this is also off goods and purchase tax).

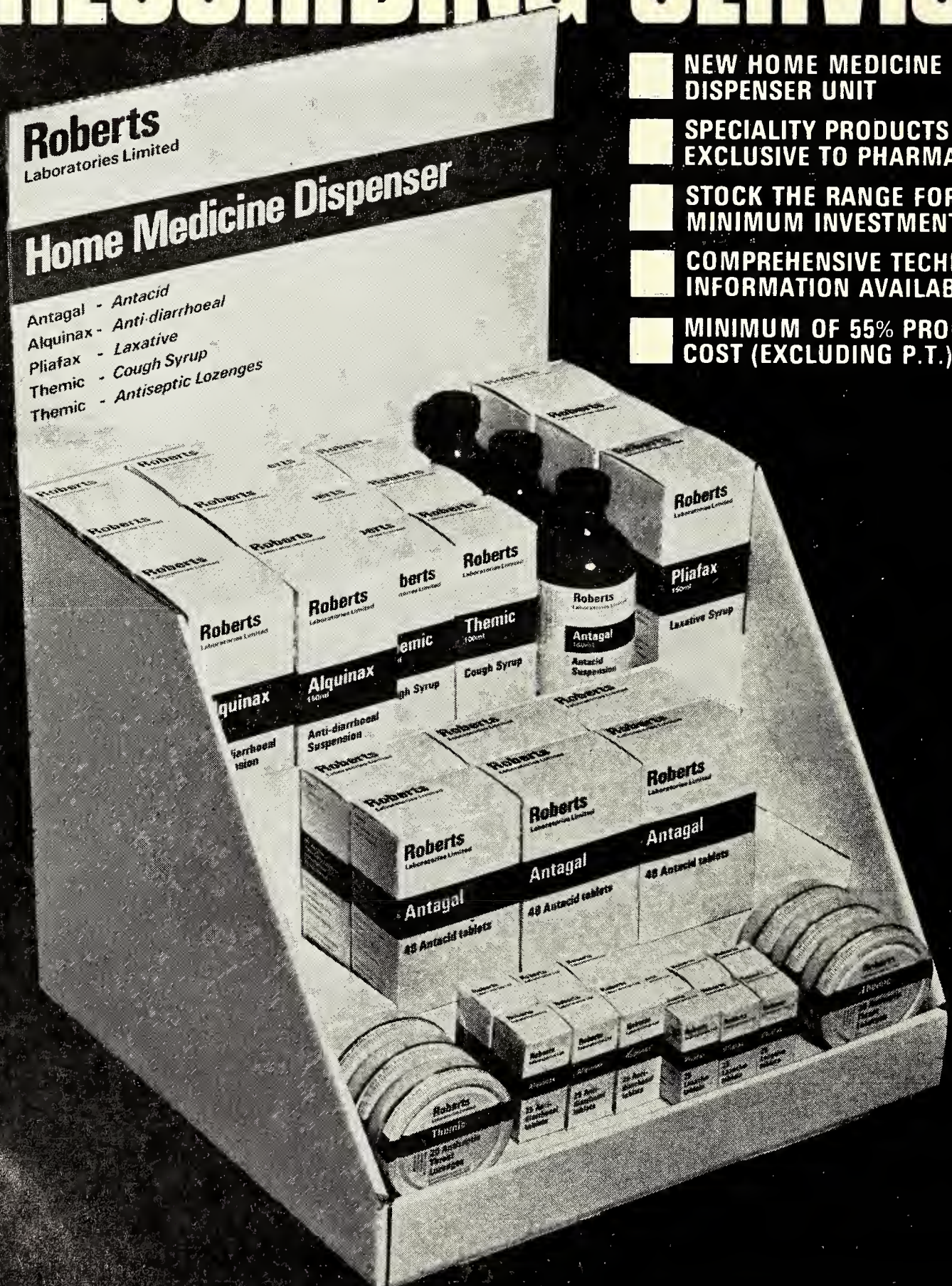
On both these deals you will be supplied with attractive, compact, single unit counter displays.



Pharmaton

Lugano—Switzerland Sole U.K. Agents: Vestric Limited.

COUNTER PRESCRIBING SERVICE



- NEW HOME MEDICINE DISPENSER UNIT
- SPECIALITY PRODUCTS EXCLUSIVE TO PHARMACIST
- STOCK THE RANGE FOR MINIMUM INVESTMENT
- COMPREHENSIVE TECHNICAL INFORMATION AVAILABLE
- MINIMUM OF 55% PROFIT ON COST (EXCLUDING P.T.)

- a role to be developed

LIST OF WHOLESALE STOCKISTS

UNICHEM LTD., Pool Road, Nuneaton, Warwickshire
BROWN GRAY & CO. LTD., Cambuslang Road, Eastfield, Rutherglen
AYRSHIRE PHARMACEUTICALS LTD., 1 Townholm, Kilmarnock, Ayrshire
RIDLEY (Wholesale Chemists) LTD., Nicholson House, Burgh Rd., Carlisle CA2 7ND
J. H. HAYWOOD LTD., Abbeyfield Road, Lenton Lane, Nottingham
J. H. HAYWOOD LTD., Eckington, Nr. Sheffield
MARTINDALE, SAMOORE LTD., 54 High Street, Weedon, Northants
A. V. SORGE & CO., 5A Gravelly Lane, Erdington, Birmingham 23
DALES (Southend) LTD., Sutton Road, Southend
A. J. BOX & DRIVERS LTD., Powerscroft Road, Footscray, Sidcup, Kent
MARTINDALE, SAMOORE LTD., Mason Road, Norwich
MARTINDALE, SAMOORE LTD., Coldhams Lane, Cambridge
L. ROWLAND & CO. LTD., Dolydd Road, Wrexham, N. Wales
RUDGE ROBERTS, Broughton Street, Manchester 8.
MACARTHYS Ltd., 20 Pollard Street East, Manchester 10
JAYNOX LTD., Albion Street, Swinton
BRADFORD CHEMISTS ALLIANCE LTD., 108 Thornton Road, Bradford 1
VESTRIC (Leeds) Ltd., Bruntcliffe Lane, Morley, Nr. Leeds
HENRY SYKES & SON (Chemists) LTD., 77 Fitzwilliam Street, Huddersfield
VESTRIC (Sheffield) LTD., 56 Ellin Street, Sheffield
BARNES & CROMPTON LTD., Ribble Bank Mills, River Street, Preston, Lancs.
T. A. WARD & CO. LTD., King Street, Blackburn, Lancs.
GEORGE FOSTER (Burnley) LTD., Lowerhouse Lane, Burnley, Lancs.
WATERS, Branksome Hall, Newton Lane, Darlington
HALL, FORSTER & CO. LTD., Temple Street, Newcastle-on-Tyne 1
AYRTON, SAUNDERS & CO. LTD., 34 Hanover Street, Liverpool 1
BLEASDALE LTD., 23 Colliergate York
RAIMES & CO. LTD., Toft Green, York
E. MIGNANO LTD., 2/4 Clunbury Street, off Cherbury Street, London N.1.
MACARTHY'S LTD., Lyon Estate, Old Walsall Road, Gt. Barr, Birmingham
JAYNOX LTD., Newstead Estate, Trentham, Stoke-on-Trent
BERTRAM GRIFFITHS LTD., 195/7 Richmond Road, Cardiff
BERTRAM GRIFFITHS LTD., Johnsey Trading Estate, Gaskell Street, Newport
BERTRAM GRIFFITHS LTD., Cwmddu Trading Estate, Camarthen Road, Swansea
EVANS GADD & CO. LTD., Stenaway Road, Plymstock, Plymouth
EVANS GADD & CO. LTD., 15 Oak Lane, Fishponds Trading Estate, Bristol
EVANS GADD & CO. LTD., Kestrel Way, P.O. Box 5, Sowton Industrial Estate, Exeter

Roberts

Laboratories Limited

Burnden Road, Bolton, Lancashire BL3 2RB
Telephone: Bolton 32631

Once there was one favourite conditioner



Now there are two!

Girls who wanted beautiful hair made Cream Silk a brand leader in no time. Their hair became lovely and manageable after shampooing.

But some women felt neglected—the ones with damaged, brittle-type hair. That's what consumer research told us.

So now we've made a new Cream Silk with body-building protein to help make

this kind of hair healthy as well.

That makes two: Cream Silk for difficult flyaway hair, and Cream Silk for damaged, brittle hair.

Now everyone's happy. Or will be when they get the news in their favourite magazines. And see the new taller, graceful packs on your shelves.



The Cream Silk range for complete after-shampoo conditioning treatment

COMMENT

F. W. Adams

It was with a sense of shock that we learned of the dreadful air disaster near Heathrow on Sunday. A shock that was brought closer by the sad news that amongst those who perished were Mr and Mrs F. W. Adams. Mr Adams was, of course, until recently the Secretary and Registrar of the Pharmaceutical Society of Great Britain.

This is not the place for a detailed account of a brilliant career, rather should it be made the occasion for an expression of gratitude that he should have devoted himself so wholeheartedly in the task of enhancing the reputation of his chosen profession both at home and abroad.

He devoted his life, his energies and his gifts to raising the standards of pharmacy. He was not the easiest of people to know for there was an innate shyness and a modesty which almost concealed, except for those closest to him, the man himself. No one who worked closely with him could fail to recognise his complete integrity and the outstanding ability which will ensure for "Bill Adams" a place among the few outstanding men, not only

of his generation but of the whole history of the Pharmaceutical Society.

It was perhaps unfortunate that he never seemed to do himself justice on the platform. Those who would know the best of him must turn to his writings, where he was faultless, logical, concise and scholarly.

Finest report

When all that can be said of him has been said, his really lasting memorial must be his work on the Report on the Committee of Inquiry, begun in 1938 and finished in the dark days of the 1939-45 war. It was nothing short of a tragedy that the conditions of the time overshadowed the finest report on pharmacy ever to see light of day and those, now and in the future, who wish to know F. W. Adams and assess his capacity as a leader should study that work. The way ahead was pointed with clarity and conviction and many believe that it is to its shame that pharmacy failed to follow the lead so clearly given.

Though retired Bill Adams was still a force to be reckoned with and he had much yet to give. The profession which he adorned for so long has sustained a heavy blow.

LETTERS

Undercutting

I have just dispensed a repeatable private prescription for 1 x 15g Betnovate-N cream which had been previously dispensed by a branch of Boots, and priced at £0.36½ which is the manufacturer's retail price—no professional fee having been added.

Thinking that there had been some mistake, I phoned the manager of the branch concerned, only to be told that the prescription had been priced in accordance with the company's policy.

If Boots are prepared to undervalue the services of their pharmacists to the point of under-cutting the National Health Service, how can our negotiators hope to improve our situation with their hands tied behind their backs?

H. C. Campbell
Sidcup

Quiet diplomacy

The words "it shall be the duty of pharmacists to satisfy himself that the prescriber's intention has been correctly interpreted" surely lays upon us the onus of saving the patient from the consequences of a lapse on the prescriber's part, and no medals are ever awarded for performing run-of-the-mill duties.

Everywhere today, guerilla warfare and bombastic propaganda are favoured by a few in place of quiet diplomacy. As I am in favour of the quiet diplomacy of the Society and the pressure of Ministry doctors on GPs' over excessive prescribing,

I see no reason why I should not state so because I feel that professional progress and unity can only be achieved under the umbrella of the Society.

Place the facts with the negotiators to strengthen their hands by all means, but remember always that the BMA reads our journals and their reactions may not be the ones expected.

W. Hook
Sittingbourne

Nostalgia

I was most interested in "Nostalgia pharmaceuticals" (C&D, June 3, p782), all the more so since, only a week or two ago, I came across a number of old "square" photographs which were both interesting and amusing! The photograph reproduced is one taken on a visit to Parke Davis & Co in the spring of 1917 (the year that I was a Redwood scholar).

I hardly think that Mr Shields is right in saying "... the complete ... group". It was never my experience at the "Square" (1914-1921) that all the students turned out on any one occasion! I, too, look back on a happy time, both as a student and as a member of the staff.

There are several interesting people included in the photograph, eg, Doris Gregory—now Lady Jephcott—and George Felton, a well-known North London pharmacist, and B. W. Melhuish the then Bell Scholar, both of whom, alas, are no longer with us. I am afraid I am not able to name half of those present—but the faces are all familiar to me.

Incidentally, Mr Shields often entertained us at student functions, with his violin, I wonder whether he still plays that instrument?

Ella Corfield
New Barnet, Herts

VTO options

I write to express my strongest opposition to the circular letter sent out from Mallinson House over the name of J. Wright on the subject of voluntary trading organisations.

I was one of the few—in all only about 10 per cent of NPU members attended the meetings to discuss the VTO—who heard the arguments for the new initiative on marketing. At Newcastle those present were asked to vote on whether they supported, in principle, the idea of NPU Marketing setting up a VTO. They did not commit themselves to support the scheme in practice, nor were they asked to do so.

Even in advance of the NPU initiative, numerous groups throughout the country have been operating, or are planning operations on a smaller localised scale. It is by no means certain that such smaller schemes, with reduced overheads and negligible distribution costs, might not be able to do more for pharmacy than the vast NPU scheme that is envisaged.

No harm can come to pharmacy or to NPU from these smaller groups, and I consider the remarks in the second part of the NPU circular to be deplorable.

NPU has been given the go ahead to investigate the mechanics of a national VTO and to estimate the possibilities of national promotions. When some final details are worked out, pharmacists throughout the length and breadth of the country will—I trust—be given the choice of saying yes or no. At that time, and if the answer is yes, it will be up to everyone of us, in the light of the scheme devised, to consider whether or not to run, or take part in smaller localised operations as well.

S. Olswang
Sunderland



A typical Carrefour hypermarket in France

French hypermarket giants march into the UK

The story of Carrefour is rather like a fairy tale come true. It is not the work of bankers or a powerful financial group. Carrefour was created by two typical traders who had little money but a wealth of imagination, enterprise and courage.

Two traders—Marcel Fournier, proprietor of a novelty store of 10,000 sq ft in Annecy, France and Louis Defforey food wholesaler in a small town near Lyon, were talking of the trading revolution.

According to these two men there was a trading revolution going on at the time—a grocer, who was causing a disturbance because he was retailing at wholesale prices thus enabling his customers to save 20 per cent.

The vast majority of French retailers, large and small, were violently opposed to this type of trading. He was insulted, he was opposed, his price reductions were ridiculed, without any effort being made to understand the reason for his enormous success among consumers.

The two other traders took time to study the sales methods of the cut-pricer. Their conclusion was that not only was the discount system a profitable selling method but that it was also the method of the future.

So a company was formed with an initial capital of £50,000.

The first Carrefour supermarket was opened at Annecy, France, in June 1960. It was only small—about 6,500 sq ft. Although the town was small with 60,000 inhabitants, very quiet and very conserva-

tive, the success of the supermarket was immediate.

Two years later, in 1962, the two traders went on a study tour of America. At this time self-service discount department stores were growing like mushrooms on the outskirts of the large American towns.

Customers rushed en masse to these new type shops which offered them low prices on all lines, parking places galore, a vast amount of cut-price goods under one roof and late opening hours.

The Carrefour directors set out bearing this same principle in mind:—What is good for the American consumer is good for the French consumer. What is good for the American trader is good for the French trader.

With this in mind the first Carrefour hypermarket was opened in June 1963 at Sainte Genevieve des Bois and was an exact copy of the American discount store.

Large numbers of guests were invited to the opening of Carrefour supermarkets—Bankers, local authorities, suppliers and competitors.

Listen to these remarks:

☐ "Carrefour is mad to build such a vast shop—25,000 sq ft, in such a small town of 12,500 inhabitants."

☐ "Carrefour is mad to build such a vast car park with space for 450 cars. The French have fewer cars than the Americans. The French don't drive."

☐ "Carrefour is mad to build a shop in the middle of the country miles from the town centre."

☐ "Carrefour is mad to cut prices. Mad and dangerous."

☐ "Immoral."

For four or five years Carrefour had no competitors. They profited from this by growing, introducing aggressive sales methods and gathering together a dynamic staff.

From 1963 to 1970 the company opened 10 hypermarkets and a total sales area of 850,000 sq ft. This culminated in the opening of a 220,000 sq ft hypermarket with parking for 4,000 cars at Marseilles.

And so to Great Britain.

The term hypermarket is still relatively unknown in this country—and those companies seeking to establish them are meeting quite large opposition. However if present trends continue it seems inevitable that they must increase their foothold.

Caerphilly opening

The first hypermarket to be opened by Carrefour in the UK will be in September this year at Caerphilly. Whether it will be hard cheese or not for the local residents or for Carrefour themselves is yet to be seen.

It will consist of 100,000 sq ft. Of this 55,000 sq ft will be selling space and the rest for warehousing and preparation areas on three sides of the building which is basically twice the length of its width. Staff will number 250. The shell of the building will be on lease from the builders Peachey. There will be parking for 700 cars.

Strong argument for superstores

Supporters and opponents of the hypermarket idea, as it might be applied in the UK, aired their views at a recent symposium held in Bolton.

Small retailers would have drawn comfort from the statement made then by Mr P. C. R. James, chairman and managing director, Marketing and Planning Consultants & Associates Ltd, who maintained that quality multiples and independent shops in town centres had been least affected by the growth of hypermarkets in France.

He said that special studies by his company on the affect of hypermarket openings on French town centres showed that supermarkets over 4,000 sq ft suffered most, with a loss of 18 to 30 per cent of trade. Small shops—which had been worst affected by the coming of supermarkets—were damaged least.

In department stores the range of affect was +5 per cent to -5 per cent, cheap variety stores -8 per cent to -25 per cent, electrical trade -1 per cent to -2 per cent, while high quality men's accessory wear, footwear and furniture registered no change.

Shopping pattern

Today's pattern of shopping must be geared to today's way of life and not today's way of life to yesterday's pattern of shopping," declared Mr James. Properly planned and researched hypermarkets and out-of-town shopping centres could become an asset to Britain's retail trade and to the community. In being the last sophisticated country in the world to adopt out-of-town shopping, Britain was in a unique and favourable position to learn from and eliminate mistakes made in other countries, he contended.

Mr R. G. Towsey (NCR, London), said that over the next ten years the rate of expenditure increases would be of the order of 30 per cent, and he questioned whether town centre shopping areas would be able to provide for the expansion which was going to be required. He submitted that town centres would survive alongside hypermarkets and regional shopping centres.

Mr Robin Behar, property director, Tesco, stated that his company had 800 stores up and down Britain—"an enormous investment in Britain's high streets. "We are not saying we are going to relocate outside town centres, but there are areas where we cannot provide the facilities we want in town centres. The basic argument is that we want to serve all the requirements of our customers and to retain our investment in the towns," he declared.

A paper by Mr S. H. Chippindale, deputy chairman, Town & City Properties

Ltd, read for him by Mr Arthur Ashdown, emphasised the need for "something positive to emerge from all the talking" and all the researching which had gone on into future retailing patterns.

He said more than 60 applications for hypermarket development had been made and remained unresolved in the Lancashire County area alone. He believed the Lancashire County Council was going to release sites for another half-dozen superstores in this category.

"The real issue is that they will not be on motorways or in green fields—they will be in urban renewal areas. This, I contend, is controlled urban renewal and as such has everything to commend it. It keeps the shopping public in one place and caters for the family which does not possess a car," he said.

The whole problem had been created by lack of proper town centre parking facilities. Mr Chippindale suggested that the Department of the Environment should finance central car parking. It was no use financing new roads if they led to towns and cities where it was impossible to park. He believed his company's Arncliffe centres provided a high standard of design, aesthetic value and a wonderful environment. Some of the existing discount stores—as yet they had not seen a hypermarket in this country—were built and fashioned down to a level which appeared to ignore all the better qualities that could be provided through the normal process of urban renewal.

The case for hypermarkets was put strongly by Mr J. D. Fairclough, managing director, Hypermarket (Holdings) Ltd, Carrefour general management, who said that research into hypermarkets was necessary, but this could not take place until there was a number of suitable locations throughout the country.

Consumer demand

It was the job of the marketing expert in manufacturing and retailing to watch consumer demand and provide the products the housewife wanted. Today, he believed the housewife and most family groups required to buy a large part of their normal purchases—food, household goods and textiles—within a short visiting time (say one hour), during a once-a-week shopping expedition at any time convenient to themselves; to choose from a wide range of goods, aggressively priced, stocked under one roof; to park their cars near the shopping area, preferably at no charge; and to load large amounts of shopping into their cars for easy transportation home.

In his experience he knew of only one town in France where there appeared to have been a serious over-provision of

shopping at a point of time, but even here, measured over a year, there was no significant shop closure.

Mr Fairclough said that if in this country they had been correct in limiting and resisting out of town or fringe of town shopping then the Americans, Canadians, Swiss, French, Belgians, Dutch, Germans, Danes and Swedes were wrong. In this country they tended to be slow to accept and assimilate the inevitable change that must come in retailing.

While agreeing there must be circumstances in particular locations, which might make out of town centres or hypermarkets desirable, Mr J. A. E. White, estate manager, Marks & Spencer, argued strongly in favour of high street shopping. He said he regarded it as of fundamental importance that existing town centres, developed alongside business, commercial and other activities should not be allowed to deteriorate or to become blighted.

Prime positions

"It is as true today as ever it was that the shops go where the people are," said Mr White. Prime trading positions may shift or there may be changes in emphasis but they remained always in the town centre where they were acceptable to the housewife whether she came by private or public transport.

The vast majority of shoppers still preferred to shop in familiar surroundings where there was opportunity for window and comparison shopping.

Mr A. Winters, deputy borough planning officer, Bolton, said that if there was to be a change, which would be painful at least to sectional interests and with ramifications far beyond the sphere of shopping, they must at least ensure that it was a change for the better. "I think there is a real prospect of a limited number of genuine regional out-of-town centres being established, particularly in areas where the competition with a modern town centre is not overwhelmingly exclusive," he said. "Although many of the European centres of this type are in fact located on the periphery of large urban areas I do not think this is the ideal situation in this country. The regional centre could be the true equivalent of a major city centre and could usefully be developed where there is not viable opportunity of a traditional city centre being established.

"I am less enthusiastic about the prospects for hypermarkets," said Mr Winter. "They are mainly joyless creations, heavily dependent on their discount image. I think hypermarkets present a challenge which should be fairly resisted on truly competitive terms and the ultimate responsibility for curbing them or not rests on the community as a whole and not just the planner."

So, will the UK see the development of these retailing giants in the not-so-distant future? The Economist Intelligence Unit has no doubt that it will. A recent analysis published in its Retail Business declares: "Eventually out-of-town retail outlets will be developed in a fairly widespread manner in the UK. The weight of the argument for them is strong today and will become stronger in future."

NEXT WEEK C&D looks at the mounting opposition to hypermarket planning

PROFESSIONAL NEWS

Pharmaceutical Society
of Ireland

Concern over slow progress in union formation

Disappointment at the lack of progress being made in the establishment of a pharmaceutical union was expressed at the monthly meeting of the Council of the Pharmaceutical Society of Ireland in Dublin on June 13.

The matter arose out of a letter from Mr T. R. Miller in which he conveyed his apologies for being unable to attend the meeting.

Mr Miller said: "One point I wish to raise is the concern I feel at the lack of progress in the formation of the union. As I have explained at previous Council meetings my sub-committee has been in negotiation with representatives of the Irish Drug Association and progress was being made. I am now afraid that this progress is not being maintained.

"Following the last joint meeting, it seemed to me that we were back to where we were two or three years ago. Therefore I am putting forward the suggestion that the matter be brought into the open and that all community pharmacists be given an opportunity of deciding the issue.

"I suggest that this could be done in the near future at the next annual general meeting of the IDA in Portlaoise on June 25. I have not been formally notified of this meeting but I presume the notice will be issued in due course.

"I suggest that a notice of motion concerning the formation of the union be put on the agenda for that annual meeting. This will ensure that a decision is made one way or the other and that the verdict of the community pharmacists of this country will be made known.

"I do not wish to be unfair to the Committee of the IDA but I think everybody will agree that this matter has been dragging on for too long.

Laughing stock

"When I tell you that the veterinarians by whom I was consulted just 18 months ago about the establishment of a union, not only have formed and registered it, but have acquired premises and appointed a director-general, I think you will agree that we pharmacists must be the laughing stock of the professions".

Mr Michael Shannon, supporting Mr Miller's suggestion, said he was disappointed to think that the progress of pharmacy was being held back through the failure to establish a union which he had always held was a necessity.

When the matter was discussed at the Pharmacy Congress in Wexford last year it was quite clear that the members wanted such a union. "I just cannot understand why it has not been set up by now."

Mr Shannon added that he was particularly worried at the lack of progress because of the tendency for outside interests to set up pharmacies. Pharmaceutical chemists were being tempted by

attractive salaries to join those enterprises. In his view it would downgrade pharmacy and inhibit future recruitment because young people would not enter a profession unless high standards were seen to be operating.

Mr Shannon said he was worried about this particular aspect and considered that a union was the one factor which would rectify the position. At the same time he was optimistic and if there were organisations or people holding back the setting up of the union, he appealed to them in the interests of pharmacy to co-operate in working for the development of pharmacy to the fullest extent.

Mr Tom Guckian, endorsing Mr Miller's suggestion, thought there were people somewhere along the line acting negatively. Since last October it was apparent that forces were at work to see that the Union was not established. It should have been set up months ago, yet they appeared to be back "in square one".

Union matters

Mr J. E. Burrell said he had been trying for the past 10 years to have a unified body established in pharmacy. It was becoming more apparent at every meeting of Council, that they were forced to deal with matters which should be the work of a pharmaceutical union.

Just as other professions had unions for dealing with non-professional matters, the time had come when they, as pharmacists, could not afford to allow any group or persons, if such existed, to block progress.

Mr W. Butler said they could all sympathise with Mr Miller. It was sad that things should come to this position and he could see a genuine fear that a split in pharmacy was imminent. It was fairly obvious where the blame rested for the lack of progress. He suggested they invite Mr Miller to call a special meeting of his sub-committee and set about establishing the union, with or without the help of other bodies. It was a matter of some urgency. He felt the responsibility for negotiating on behalf of community pharmacists should be in the hands of one body.

Mr M. F. Walsh said they all deplored any divisive influence. He believed there were divisive influences in the profession. He asked the Council to request the president to meet the president of the IDA and discuss with him how to establish the union without delay. It was rather frustrating that a resolution passed almost unanimously at Sligo two years ago calling for the establishment of the

union, had not yet been implemented. If he were a member of the IDA he would put down a notice of motion along the lines suggested by Mr Miller. Mr Walsh added: "I am not going to Tralee if this union is not in existence by October. I could not explain to the pharmacists of Ireland our failure to carry out a responsibility given to us two years ago."

The president, Mr R. J. Power, said they had obviously reached a stage where there was a crisis and he was prepared to meet the president of the IDA as suggested.

Critical years

Mr R. J. Semple said they must get the union organised in the next three months. But for the Joint Health Negotiating Committee he did not know where they would be. The trouble, he believed, was that members of the organising committee for the union had been too considerate of other people's feelings. The years ahead would be critical.

Mr H. P. Corrigan said from his experience he did not see them getting anywhere in establishing the union unless there was a complete change of heart.

On the motion of Mr Semple seconded by Mr M. L. Cashman, it was agreed that the president should arrange a meeting with the president of the IDA to resolve the impasse.

The president said it was clear he would be asked at the coming annual meeting of the Society why the wish of the members to have the union established had not been implemented. It was his duty to ensure that everything possible had been done.

Letters were received from two pharmacists in Northern Ireland requesting registration with the Society and referring to a reply given in the Dail recently by the Minister for Health.

The president said it was obvious that these two pharmacists had misunderstood what the Minister had stated. It was agreed to forward a copy of the new Regulations to them.

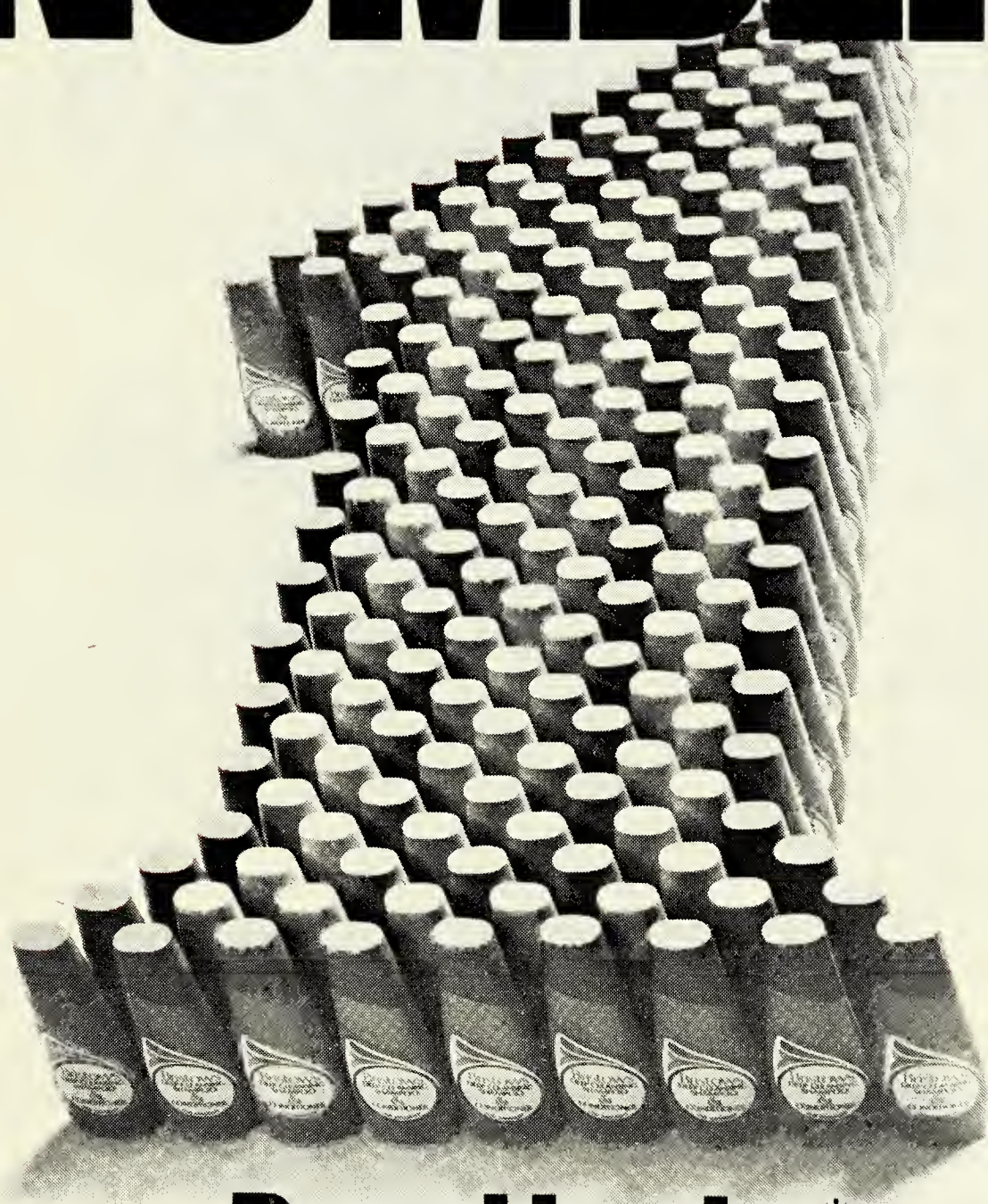
The president explained that under those Regulations the Society had authority to register pharmacists from outside the State irrespective of any reciprocity agreement. It would require considerable thought on the part of the Council to decide exactly in what circumstances and under what conditions pharmacists from outside the State could be registered. The Council would examine the position carefully and consideration would have to be given to the fact that they would soon be entering Europe and that harmony in academic standards might be achieved in the context of EEC membership.

Mr J. P. O'Donnell said that any agreement for reciprocity would have to be on a mutual basis, with particular reference to academic standards.

It was eventually decided to refer the matter to a special Committee with a

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NUMBER



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Pharmaceutical Society of Ireland

Continued from p 872

Will graduates reject pharmacy?

request that they should prepare rules for consideration by the Council.

The president referred to the Inspector's Report and said that one thing that was very obvious was that medicines, whether controlled or otherwise, should not be subject to commercialism. The Society would express its viewpoint when the Minister's proposals for Medicines' Legislation were published. "We will always speak out clearly on developments which are not in the public interest. You cannot subject medicines to commercialism because the outcome of such a policy will never be in the public interest."

The president added that in this respect he had fears that their graduates would reject pharmacy if this trend continued. As a Council anxious to preserve the professional aspects of pharmacy, they must oppose any developments which tended towards commercialism in medicines and they must not be afraid to express their views. "This report emphasises the dangers of commercialism, and I hope that pharmacists reading these comments will bear in mind that they are professional people whose function is to look after the public interest."

The registrar, Mr J. G. Coleman, read a letter from the Department of Education confirming that provision had been made in the Estimates for 1972-73 for a grant-in-aid of £45,000 to help defray the cost of pharmaceutical education provided by the Society at the College of Pharmacy during the coming financial year.

The president said it was the Council's intention to pursue the matter further. This grant-in-aid covered salaries and wages at the College of Pharmacy but was insufficient to meet capital requirements for equipment. The Minister had agreed to meet the Society on this matter within the next five weeks.

Representative

On the motion of the president, seconded by Mr Corrigan, Professor R. F. Timoney was appointed to represent the Society on the Advisory Committee set up by the Minister for Health under the Therapeutic Substances' Act, 1932, for a three-year term commencing on August 1 next.

The president and registrar were appointed to represent the Council at an extraordinary general meeting of the Pharmaceutical Group of the European Community to be held in Brussels on June 23 at which approval will be given to a new Constitution for the Group.

A letter was received from the Department of Posts and Telegraphs dealing with the system of re-funding members of the postal staff the cost of expensive medi-

cines prescribed for them by Departmental medical officers. The letter indicated that for the purpose of dealing with such claims the Department would be quite satisfied if receipts, which give a general description of the medicines or drugs supplied, are furnished by the claimant in support of his claim.

It was agreed that a committee be set up to deal with the question of selecting Honorary Fellows and Designate Fellows of the Society, consisting of the president, three members of the Council and two other persons outside of the Council who would assess the qualifications of persons considered worthy to receive the Fellowship of the Society. It was further agreed that the committee would then submit their recommendations to the Council which might not necessarily act on them.

Tribute was paid to the memory of former president and Council member for 20 years, Mr Frank Loughman, who died in May. Members stood in silent tribute for one minute.

It was reported that the following pharmacists had been appointed on the local Health Committees in the Eastern Health Board Area: Dublin city, Mr J. E. Burrell; Dublin County, Mr Michael Shannon; Dun Laoghaire Borough, Mr T. J. Lynch; co Kildare, Mrs Cora O'Connor; co Wicklow, Mr Richard D. Arnold.

Council representation

Regret was expressed on receipt of a letter from Mr Vincent McElwee tendering his resignation from the Council after 17 years service.

Mr McElwee wrote: "I regret having to sever my connection with the Council, but the strain of travelling to Dublin each month was becoming too much for me. After 17 years' service I shall miss both the pleasure and the excitement of the Council meetings."

The president and other members of the council expressed regret at Mr McElwee's resignation and Mr Guckian said that as chairman of Western Region Chemists' Association he realised the great part Mr McElwee played on the Council and in the Association. He thought his departure was a sign of the times because country members were finding it increasingly difficult to leave their pharmacies to attend Council meetings because of the shortage of qualified staff.

The chairman of the Practice of Pharmacy Committee, Mr Butler, reported that they had examined the question of what they considered constituted a properly-conducted pharmacy in relation to the functions of Pharmaceutical Assistants.

He explained that the Committee had agreed there were both long and short-term problems and they had decided mainly to stress the short-term aspects—those of the "journeyman" Assistant, or those acting as locum tenens. The Committee accepted that a pharmacist employing a permanent, whole-time Assistant was keeping to the spirit of the Act and would be entitled to take time off from his pharmacy to attend funerals, or go to lunch, etc. It was agreed there should be no change in the legal status of Assistants in such circumstances, but on all occa-

sions the pharmacist must accept ultimate responsibility. When the Assistant was employed full-time this should not present any great problem. However, it was felt that the "journeyman" Assistant doing locum was not in a position and was not fully qualified to accept responsibility.

The Committee believed it was not in the public interest that an Assistant, not *au fait* with the prescribing habits or writing of local doctors, should be engaged to do locum work and that such employment was not in keeping with the spirit of the 1890 Act. It was recommended the Regulations be drawn up for presentation to the Minister for his consideration. Another aspect discussed was the long opening hours of pharmacies in certain shopping centres. In the case of a pharmacist employed in such a centre by a corporate body it was debatable whether an Assistant could legally alternate with the pharmacist during these long periods. In addition, there was the vexed question of corporate bodies opening pharmacies as such.

The president said that one thing which the Committee's report had underlined was the importance of the role of the Pharmaceutical Assistant. He had recently had discussions with representatives of the Assistants who expressed certain fears that from views expressed at Council meetings it might be the Council's intention to abolish Assistants.

This report should go a long way towards alleviating such fears. The importance of the Assistant in operating a legally-conducted pharmacy could not be over-emphasised but the fear was that the misuse of the Assistant could constitute a danger. The Committee was deserving of the Council's best thanks for its report. Because of the shortage of pharmacists, the Assistant, in co-operation with the pharmacist, would be very important.

Not a replacement pharmacist

The Committee's report emphasised that the "journeyman" Assistant should never be used to replace or supplant the pharmaceutical chemist who was the only person who could manage or conduct a pharmacy.

Mr Sean Hillery stressed the danger of a pharmacist taking other employment—even for an hour per day—but thought this would be covered in the proposed Regulations. The control must come from the pharmacist.

He wondered if "our type of Assistant" would be allowed under EEC conditions?

Mr Walsh did not think that the EEC would interfere with national legislation—at least not for a long time.

When Mr Cashman asked if anything could be done to help young pharmacists set up pharmacies, as it was becoming increasingly difficult to find the finance, Mr O'Donnell commented that the economics of establishing a pharmacy in present conditions could be prohibitive.

Mr Butler said this would involve geographical control of pharmacies because, on paper, there were too many pharmacies per head of population. If they could get a Government subvention or set up a fund to establish pharmacies

Continued on next page

Pharmaceutical Society of Ireland

Continued from p 875

in areas which would otherwise be uneconomic, it would be desirable.

Mr Walsh reported that the sub-committee set up to deal with the Medicines' Legislation hoped to have a recommendation before the next Council meeting. He appealed to members of the Committee to attend the two final meetings so that they would be able to have the recommendation agreed in time.

A review of the progress of the Health Services to-date in the Eastern Region was given by Mr Cashman, chairman of the Negotiating Committee. He explained that there were some problems, including the prescribing of large quantities in some cases. The matter had been raised with the Department and one of the recommendations made was that each item on a prescription should be quantified because it seemed some drugs were being prescribed for a period of time—one month, or two months' supply. He understood the April accounts would be paid reasonably soon.

Lessons learned

By introducing the scheme in the Eastern Region only, the Department had been able to examine the difficulties in detail and this would make for smoother national administration later on. The Committee recommended that only official notices should be displayed on doors or windows of pharmacies.

He added that officials of the Department would attend at four or five regions before October next to assist pharmacists with any problems they might have before entering the scheme.

Mr Cashman said it was intended to advertise shortly for an administrative officer to engage in research and negotiation in connection with the scheme.

Mr Walsh said that from his experience of the scheme pharmacists would have no difficulty in coping with it.

The president said he had read in a trade journal the heading "Pharmacists are still counting the pence". He considered this a major reflection on their professional outlook. In a reference to the statement in the article that a pharmacist had dealt with 400 scripts in one day, the president commented: "Any statistics quoted should be related to fact, not fiction."

Mr Guckian said it should be stressed that the quality of dispensing was of vital importance in the scheme.

Reporting on the activities of the Post-Graduate Education Committee, the chairman, Mr Semple, said that many pharmacists expressed a wish to have a course provided in veterinary pharmacology.

The president told Mr Semple and Mr Walsh that their Committee was one of the most active in pharmacy. The fact that pharmacists were interested in post-graduate education was significant. He thought the suggested course would be very useful to rural pharmacists and believed it would evoke a favourable response.

Mrs Mary F. T. O'Connor (nee Bergin), LPSI, Joseph P. Twigg, LPSI and Mrs Mary O'Shea (nee Cotter), Asst, were restored to the Registers;

Elected to membership: Joan Aherne, Helen Carden, Therese McDonald, Carmel A. Whelan, James McElwee, James Pendergast, Henry W. A. Sheridan;

Nominated for membership: Fergal V. Chambers, LPSI, Ballymun, Dublin 9; Henry Clark, LPSI, Finglas, Dublin 11; Eugene E. Flaherty, LPSI, Finglas, Dublin 11; Humphrey Gibbs, LPSI, Cobh, co Cork; Patrick Quigley, LPSI, South Douglas Road, Cork, Joseph P. Twigg, LPSI, Perth, Western Australia;

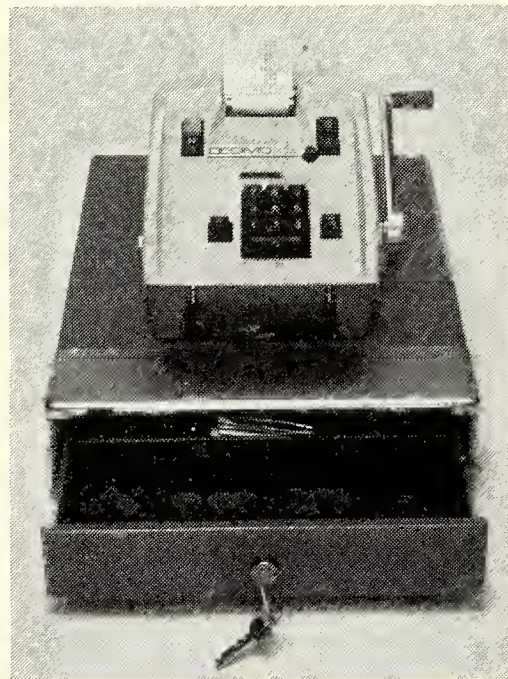
The Licence Certificates of Fergal V. Chambers, 99, Ballymun Road, Dublin 9; Raymond T. French, St Raphael's, New Ross, Wexford and Oliver J. Roche, Main St, Dunlavin, co Wicklow, were signed and sealed.

The following changes of address were noted:—

Mrs Helena M. Kearns, LPSI, to 61 Kerrymount Rise, Hill Road, Foxrock, co Dublin; Dr Ellen O'Flynn, LPSI, to Shannon Lawn, N. C. Road, Limerick; Mr Aaron Fine, MPSI, to Flat 33, Finsbury House, Pembroke Road, Dublin 4; Mr Edmund P. J. Hayes, to The Medical Hall, Castlereagh, co Roscommon; Mr Edmund Power, MPSI, to Brulay House, Turkey Road, Tramore, co Waterford.

The following were granted change of names in Registers, marriage certificates having been submitted:—

Mrs Mary K. McGuane (nee Dorrian), LPSI (3644); Mrs Bridget Byrne (nee Shannon), Asst (2125); Mrs Mary P. Dillon (nee Flanagan), Asst (1522); Mrs Monica A. O'Rafferty (nee Perry), Asst (2196); Mrs Esther Scully (nee Blake), Asst (1997).



The Decimo 10 1/2 CR hand-operated cash register with which the add-lister can easily be detached from the cash drawer for use as an ordinary add-lister, is being marketed by Decimo Ltd, 95 Gray's Inn Road, London WC1X 8TX. The machine has been specifically designed for retail outlets such as pharmacies. The cost is £69.75 or £0.52 a week on rental including all service

BUSINESS Q & A

What are the steps which must be taken in forming a company?

The first step is to decide upon a name and to ascertain its availability from the Registrar. It is then necessary to prepare, stamp and file a Memorandum and Articles of Association. It is also necessary to file a statement of nominal capital which bears stamp duty at a rate of 50p per cent. Finally a Declaration of Compliance sworn before a Commissioner for Oaths must be submitted. Accountants and solicitors are the best persons to advise upon these formalities and you would be wise to consult one before proceeding further.

If a person's turnover exceeds £5,000 he is liable to be registered for VAT, but suppose his turnover has been less than £5,000 and he is not registered but at the end of the year he is found to have exceeded £5,000; must he now pay VAT on the whole of his turnover despite the fact that he has not collected it?

A person is only taxable if he is liable to be registered and this liability only arises where his taxable supplies in the following periods exceed the amounts shown below:

1 quarter	£1,750
2 quarters	£3,000
3 quarters	£4,250
4 quarters	£5,000

or if there is at any time reason to believe that his taxable supplies in the following year will exceed £5,000. Where, therefore, a person is in the position as you describe it would seem that he will not be liable for his past supplies, but will be liable to be registered and will be taxable for the future. Furthermore, the Minister has recently stated that those whose turnover is less than £5,000 will be permitted to do so.

SPORT

Scottish Chemists' Golf Association. Winner of the Ucal cup played at Gleneagles recently was Mr D. Wylie (Glasgow).

Winner of the Calcutta Cup at the South London and Surrey Pharmacists Golfing Society's meeting at Langley Park on May 31 was Mr R. Hedges (8) 36. Second was Mr H. Wilson (12-2) 34 and third Mr J. Martin (11) 34. Visitors prizes prizewinners were first Mr P. Hedges, second Mr L. Lee and third Mr F. Drakard.

The Glasgow Chemists' Golfing Society beat the Ulster Chemists in a tournament at Stranraer on May 24 by three matches to two with one halved. Individual prizewinners: Glasgow—G. Bodie, G. Summers, K. McKenzie, R. C. Caterson, J. Carmichael, C. Tarbet. Ulster—T. Bogues, J. Campbell, D. Coffey, D. McClements, J. Hogg, J. Graham.

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MARKET NEWS

Dull trading in all sections

London, June 21: Trading was quiet in all sections of the market with the result that prices were scarcely tested.

Cape and Curaçao aloes were reduced by between £5 and £20 metric ton according to delivery and source. Costa Rican ipecacuanha and both sources of valerian root were also marked down in an effort to stimulate interest. Quillaia was still nominal in both positions.

Among essential oils spot petitgrain was firmer while origin was still not quoting. Supplies of bois de rose appear to have dried up for the time being while there were marginal changes in lemongrass quotations.

Pharmaceutical chemicals

Amylobarbitone: 5-kg £3.55 kg; sodium £4.07.
Atropine: (500-kg lots per kg) alkaloid and methonitrate £65.20; methylbromide £64.20; sulphate £52.90.
Barbitone: 50-kg lots £2.60 kg; sodium £2.60.
Butobarbital: 5-kg £5.20 kg; sodium £5.77.
Butobarbitone: £4.74 kg for 5-kg lots.
Chloral hydrate: 50-kg lots £0.75 kg.
Cinchocaine hydrochloride: £42.50 kg.
Cocaine: Alkaloid £222 kg; hydrochloride £202.75. Subject to DDA Regulations.
Cyclobarbitone: £4.22 kg; calcium £4.22 kg.
Dextromethorphan: Hydrobromide £98.53 kg.
Hypophosphites: £ per kg

	12.5 kg	50 kg
Calcium	1.14	1.06
Iron	2.35	2.27
Magnesium	1.98	1.87
Potassium	1.57	1.45
Sodium	1.27	1.17

Kaolin: BP per £1,000-kg in sacks.
Magnesium carbonate: Heavy £192, light £184 per metric ton.
Magnesium oxide: BP (per metric ton); light £560; heavy £890.
Magnesium hydroxide: BPC £560 metric ton.
Magnesium peroxide: (15 per cent) £21.93 cwt.
Magnesium sulphate: BP from £42 metric ton exsiccated £75-£80 ton, ex works.
Magnesium trisilicate: £470 metric ton.
Mercurochrome: £7.95 per kg.
Mercury salts: Per kg in 50-kg lots: ammoniated powder £3.70; oxides—yellow £4.35 and red £4.55; perchloride £3.15; subchloride £3.90; iodide £4.75 kg for 25-kg.
Mersalyl: Acid £15.75 per kg; sodium £21.50.
Methadone hydrochloride: Subject to DDA regulations £0.15 per g for 100-g lots.
Methyl salicylate: Per metric ton in 5-ton lots £425; 1-ton £430, 500-kg £435.
Narcotine: Alkaloid and hydrochloride in 25-kg lots £15 kg.
Opiates: (per kg) subject to DDA Regulations.

	1 kg and over	Under 1 kg
Codeine		
alkaloid	183.00	191.00
hydrochloride	156.00	164.00
phosphate	140.00	146.00
sulphate	156.00	164.00
Diamorphine		
alkaloid	212.00	223.00
hydrochloride	194.00	203.00
Ethylmorphine		
hydrochloride	179.00	186.00
Morphine		
acetate	164.00	171.00
alkaloid	202.00	211.00
hydrochloride	165.00	172.00
sulphate	165.00	172.00
tartrate	198.00	207.00

Pentobarbitone: 5-kg lots £4.57 kg for acid and £4.84 for sodium.
Phemitone: 25-kg lots £3.92 kg.
Phenobarbitone: 50-kg lots £3.60 per kg; sodium £4.10.
Phenolphthalein: 250-kg lots £0.94 kg.
Pholcodine: 1-kg £198.36; 7-kg £189.20 kg; 60-kg £180.
Quinalbarbitone: Sodium and acid £5.16 kg for 25-kg lots.
Sodium benzoate: One-metric ton lots £28.33 kg.
Sodium bicarbonate: BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.
Sodium carbonate: 89-100% from £23.47 long ton delivered in 8-ton lots; anhydrous £102 metric ton delivered.
Sodium chloride: Vacuum dried £8.15 per long ton in plastic sacks for 6-ton lots, ex works.
Sodium citrate: £313 per metric ton.
Sodium perborate: (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.
Sodium percarbonate: (Per metric ton) £164.75.
Sodium potassium tartrate: £295 per metric ton.
Sodium salicylate: 1,000-kg lots £0.50 kg.
Sodium sulphate: BP from £35 to £40 per metric ton as to crystal, BP exsiccated £60 ton.
Sodium thiosulphate: £44 per metric ton.
Succinylsulphathiazole: 50-kg lots £2.40 kg.
Sulphacetamide: Sodium BP £2.98 kg.
Sulphadiazine: 50-kg lots £2.79 kg.
Sulphadimidine: 250-kg lots £2.95 kg; sodium £3.05.
Sulphaguanidine: BPC in 250-kg lots £2.13 kg.
Sulphamerazine: In 50-kg lots £3.12 per kg.
Sulphamethizole: BP 50-kg £3.65 per kg.
Sulphanilamide: 50-kg lots £1.40 kg.
Sulphaquinoxaline: Sodium, B Vet C in 50-kg lots, £4.38 kg.
Sulphathiazole: 50-kg £1.83 kg.
Thymol: In 1-ton lots £2 per kg.

Crude drugs

Aconite: Spot £1,050 metric ton; £1,050. cif.
Agar: (lb) Kobe No 1 £0.85 cif; European £0.73.
Aloes: (metric ton) Cape primes £265 spot; £230 cif. Curaçao £760 spot; £700, cif.
Balsams: (lb) Canada: £1.85 spot; shipment £1.80 cif. Copaiba: BPC £1.20; Para £0.40. Peru: £1.02½; £0.92, cif. Tulu: BP £0.70.
Belladonna: Leaves £0.15 lb spot and cif. herb £0.11 spot, and cif; root £0.12 spot; £0.11, cif.
Benzoin: BPC £0.75 kg spot; £0.66, cif.
Buchu: No spot; £1.00 lb cif.
Camphor: BP natural powder £1 kg spot; £0.90, cif. Synthetic BP £0.57 kg in 500-kg lots.
Cardamoms: (Per lb cif) Alleppy greens No 1, £0.85; prime seeds £0.90.
Cascara: Spot £325 metric ton; shipment £300, cif.
Cassia: Lignea, whole £620 metric ton cif.
Chamomile: Hungarian £0.45, lb.
Cherry bark: Nominal spot; shipment £345 metric ton, cif.
Chillies: Zanzibar £575 ton spot.
Cinnamon: Seychelles bark £285 ton, cif. Ceylon quills four O's £604.80, quillings £313.60.
Cloves: Madagascar £1,450 metric ton, cif.
Cochineal: Tenerife black-brilliant £6.25 kg spot; Peruvian silver grey £6 shipment; £6.10 cif.
Cocillana: Spot £0.35 lb.
Colocynth pulp: Spot £650 metric ton.
Dandelion: Root £410 metric ton spot; £385, cif.
Ergot: Spot £3.10 kg.
Gentian: Root £400 metric ton spot; £390, cif.
Ginger: (ton) Cochín £210, cif. Jamaican No. 3 £1,050 spot; £850, cif. Nigerian split £195 spot, £185 cif; peeled £300 spot; £270, cif. Sierra Leone, £240, cif.
Gums: Acacia: Kordofan cleaned sorts £295 metric ton spot; £265 cif. Karaya: No. 2 faq £24.50 cwt spot. Tragacanth: (cwt) No. 1 spot £270, No. 2 £230.
Henbane: Niger nominal spot and cif.
Honey: (ton) Australian light amber £252; medium £240. Canadian not available. Mexican £246. Chinese light amber £230.
Hydrastis: £2 lb spot; no shipment offers.
Ipecacuanha: (per lb) Matto Grosso £2.50 spot; £2.40, cif. Costa Rican £2.15 spot; £2, cif.
Jalap: Mexican tubers £2 kg spot; £1.95, cif.
Kola nuts: West African halves £90 metric ton spot; shipment £75, cif.
Lanolin: Anhydrous BP minimum 1,000 kg £371 to £415; cosmetic grade £430.
Lemon peel: Spot £240 metric ton; £220, cif.
Liquorice root: (metric ton) Chinese £110. Russian £115. Spray-dried powder £396, delivered. Block juice £431.50.
Lobelia: American herb £785 metric ton spot; £760, cif.
Lycopodium: Indian £2.00 lb spot; £1.75, cif.

Mace: Grenada £0.35 lb. fob.
Menthol: (kg) Chinese spot £6; shipment £5.70 cif. Brazilian spot £3.60; afloat £3.50, cif; June-July £3.40, cif.
Nutmeg: (Per ton, cif). Grenada: 80's £570; sound unassorted £490, defectives £375, all cif.
Nux vomica: Shipment £100 metric ton, cif.
Pepper: (ton) Sarawak black £360 spot; £305 cif; white £510; £432.50, May-June, cif.
Podophyllum: Emodi £360 metric ton cif.
Quillaia: £470 metric ton nominal.
Rhubarb: From £0.30 to £1.50 lb.
Saffron: Mancha superior £82-kg.
Sarsaparilla: Spot £0.57 lb.
Seeds: (ton) Anise: China star £175, spot; shipment £125, cif. Caraway: Dutch ex wharf £390. Celery: Indian £275; shipment £230, cif. Coriander: Moroccan £78, cif. Cumin: Indian £300, cif. Iranian £260 cif. Dill: Indian, for shipment £23, cif. Fennel: Chinese £130 (metric ton), cif; Indian nominal.
Senega: Canadian £1.65 lb spot; £1.65, cif.
Senna: (lb) Tinnevely No. 3 faq leaves £0.06½; pods, hand-picked £0.11; manufacturing £0.08½; Alexandria h/p £0.52 ex wharf; manufacturing £0.26 nominal.
Squill: White spot £260 metric ton; £250, cif.
Styrax: £1.12½ lb spot; £1.10, cif.
Tonquin beans: Para £0.37 lb spot; £0.32, cif.
Turmeric: Madras finger £195 ton; £165, cif.
Valerian: (metric ton) Continental £280; £275 cif; Indian £270 spot; £265, cif.
Waxes: (ton) Bees' Dar-es-Salaam, spot nominal. £620, cif. Candelilla: £570; £530, cif. Carnauba: fatty-grey £375, £335, cif prime yellow £725 spot; £665, cif.
Witchhazel leaves: Spot £0.30 lb; £0.27 cif.

Essential and expressed oils

Almond: Drum lots £0.60 kg.
Amber: Rectified spot £0.33 kg.
Anise: Chinese £1.40 kg spot; £1.30 cif.
Bay: £5.95 spot, shipment £6.50, cif.
Bergamot: £9.35-£11.55 kg as to grade.
Birch tar: Rectified £2.35 kg.
Bois de rose: No offers.
Buchu: English distilled, £255 kg.
Cade: Spanish £0.42 kg.
Cajuput: £1.20 kg on spot.
Camphor white: Spot £0.36; £0.30 kg cif.
Lemongrass: £1.95 kg spot; £1.70, cif.
Petitgrain: £3.35 spot; shipment not quoted.

COMING EVENTS

Wednesday, June 28

Pharmaceutical Society and British Society for the History of Pharmacy. 17 Bloomsbury Square, London WC1 at 5pm. Joint meeting: "Drug entities in the Nineteenth Century."
Birmingham Branch, Coventry and Warwickshire Branch, West Midlands Branch, National Pharmaceutical Union. Visit to Mallinson House.

Thursday, June 29

Sheffield Branch, Pharmaceutical Society. Terminus Hotel, Chatsworth Road, Old Brompton, Chesterfield. Strawberry and wine evening. Details from Mr L. A. Chatterton, 3 Warren Rise, Coal Aston, Dronfield, Sheffield.

Saturday, July 1

Middlesbrough Branch, National Pharmaceutical Union. Lumley Castle, Nr Chester-Le-Street at 7.30pm. Elizabethan night.

Advance information

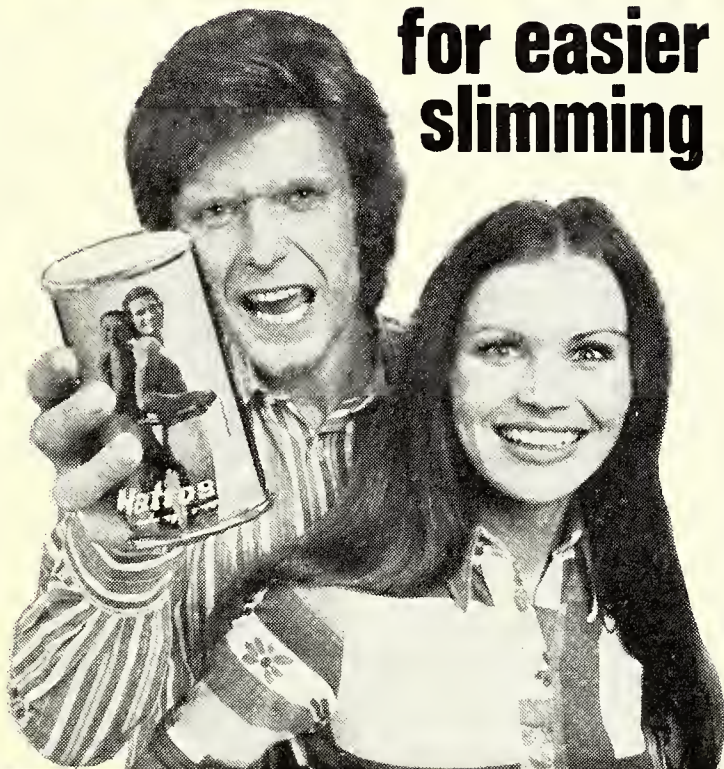
International Congress of the History of Medicine. London, September 2-9. Details from Wellcome Institute of the History of Medicine, 183 Euston Road, London NW1.

Courses and conferences

University of London, King's College, is offering a Master of Science course on powder technology which will commence in October. Further particulars from the Registrar, King's College, Strand, London WC2R 2LS.

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The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general or special subjects, including music and the arts.

For additional information, or to apply for assistance, write to:

The Secretary, Dept CD
The Triangle Trust 1949 Fund
Clarges House, 6-12, Clarges Street
London W1Y 8DH

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Circulation: A.B.C. January/December 1971, 15,167

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Applications, giving full details, to be addressed to:—

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- Western Scotland ● Eastern Midlands

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Glaxo

PHARMACEUTICAL RESEARCH AND DEVELOPMENT

Glaxo Laboratories would like to receive applications from Pharmacy Graduates with good Honours Degrees, who wish to pursue an interesting and varied career in pharmaceutical industry. Glaxo Laboratories has an outstanding research record and the posts are, in the first instance, available in the Pharmaceutical Research and Development Department which is responsible for identifying the formulae and processes for the Company's pharmaceutical products in the United Kingdom and Overseas.

Applications for posts available now and later in the year will be particularly welcome from graduates who are completing their Post Graduate Training or Higher Degree in 1972.

The Company offers excellent conditions of employment including pension and bonus schemes, sports and social club.



Please write giving brief details and quoting reference AK.367 to the Personnel Officer (G.G.) Glaxo Laboratories Limited, Greenford, Middlesex.

Hospital appointments

YOU'RE A PHARMACIST— YOU'RE CAREER MINDED—

You're needed in the University Hospital of Wales Group where you'll gain unrivalled experience, the chance of promotion to responsible positions and the stimulation of working, part of the time, in Europe's most modern Hospital.

Salary in accordance with the Noel Hall Report.

If you are available now, or will be available later, please write immediately to:

**GROUP MANPOWER DEPARTMENT,
UNIVERSITY HOSPITAL OF WALES,
HEATH PARK,
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Classified advertisements

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Pharmacy Technician

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Five-day week. Salary on scale *£894 rising to £1,320, plus £126 p.a. London Weighting if non-resident (*With effect from 1st July minimum scale will be £935 p.a.).

Applications in writing, giving details of age, experience, qualifications and names and addresses of two referees, to The Hospital Secretary, West Hill Hospital, Dartford.

Dewsbury, Batley and Mirfield Hospital Management Committee

SENIOR PHARMACIST and BASIC GRADE PHARMACIST required.

These are Group appointments with initial duties in the new Maternity Unit at Staincliffe General Hospital (120 beds, 20 Special Care Baby Beds) due to open in 1972 as Phase I of a new District General Hospital. Salary:—Senior Pharmacist £1,563 rising to £1,944 p.a. Salary:—Basic Grade Pharmacist £1,431 rising to £1,797 p.a.

Applications, giving details of experience and the names and addresses of two referees, to the Group Secretary, Hospital Management Committee No. 11, 20 Oxford Road, Dewsbury, Yorkshire, WF13 4JU.

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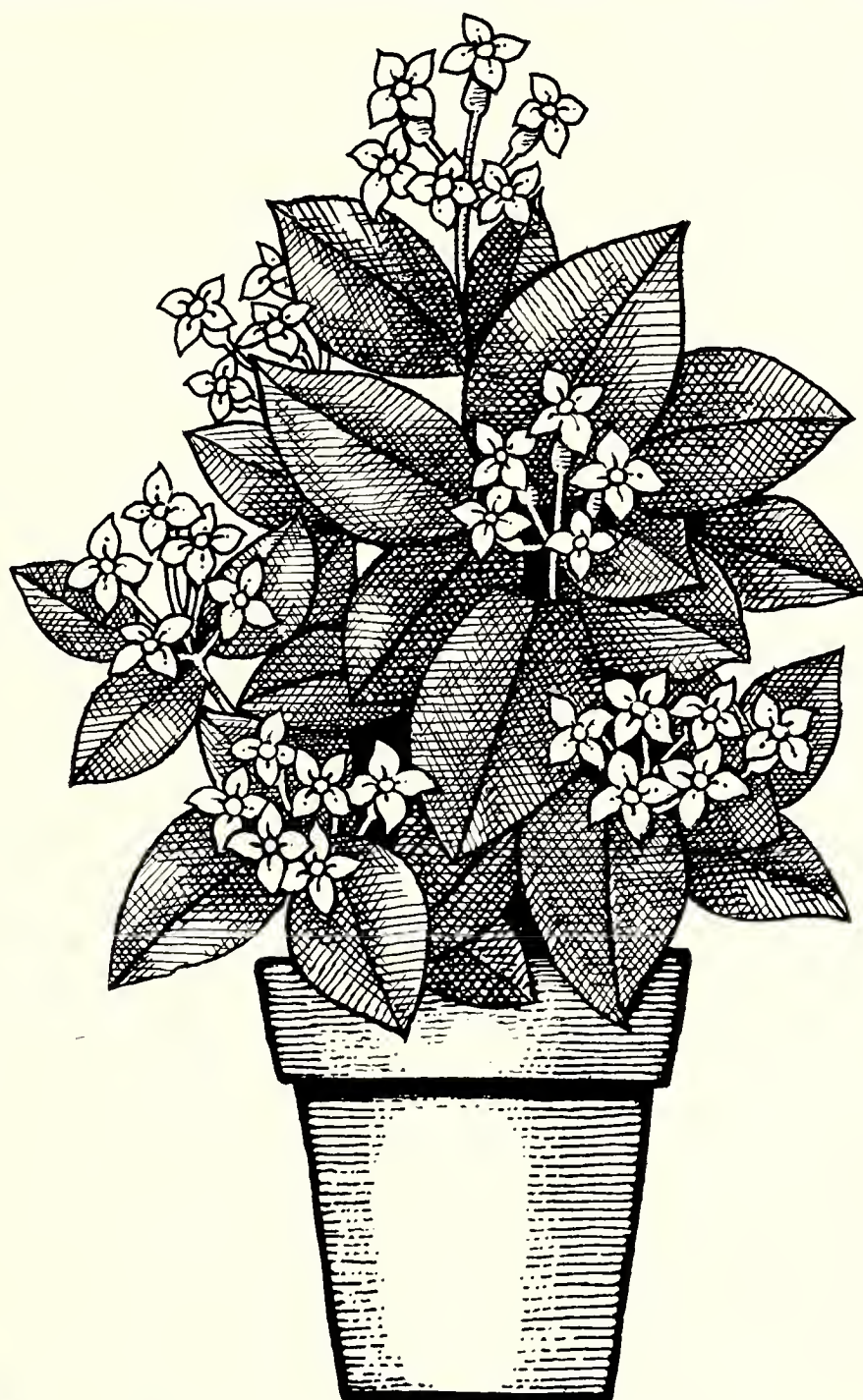
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